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International Commerce

August 5, 1963

Business Bulletins *from around the world*

AUSTRALIA—Imports from United States in April totaled nearly $52 million, almost twice figure of $28 million for April 1962. U.S. share of Australian import market is 25% of total imports (April). Record U.S. exports to Australia influenced by seasonal factors, sharply reversing low values experienced in March.

Exports reached record level of almost $2.4 billion in 1962-63 financial year ended June 30. Total imports for 1962-63 were second highest on record at more than $2.4 billion, resulting in visible trading deficit for year of $17 million. This compared with visible trade surplus of more than $415 million in 1961-62.

COSTA RICA—Large majority of legislative assembly approves in first debate 14 instruments of Central American economic integration by standing vote after very brief discussion. Final legislative approval, bringing Costa Rica major step closer to joining 5-member Central American common market, expected to be given without difficulty.

ETHIOPIA—Flour and macaroni factory to be built in Nazareth about 59 miles southeast of Addis Ababa. New factory to produce for domestic consumption and possibly for export.

Approximately 10,000 tourists visited country between September 1962 and March 1963—twice as many as during same 6 months in 1960-61. Largest numbers came from United States and United Kingdom.

INDIA—Exports of raw goatskins of .914 meters or more in length, or of .56 square meters or more, suspended for indefinite period because of inadequate supplies for domestic tanning industry.

LEBANON—In accordance with policy of reducing import formalities, Government removes metal and wooden seats (Tariff Nos. 94-01 and 94-02) from list of products requiring prior import licenses.

LIBYA—Amendments to 1955 Petroleum Law abolish Petroleum Commission as principal executive agency in field. Functions being transferred to Ministry of Petroleum Affairs, which will be advised by inter-ministerial Supreme Council for Petroleum Affairs. All petroleum revenues henceforth to be paid through Ministry to Federal Government, but no other changes have been effected regarding concession of payment terms.

MOROCCO—Feasibility of through rail shipment of citrus to Europe being discussed. This would entail train ferry across Straits from Tangier to Algeciras and special freight cars adaptable to different gauges used on Moroccan and Spanish railways. Saving of 3 to 5 days from Sidi Slimane to Paris anticipated, as well as avoidance of extra handling. Project would require special facilities in both Tangier and Algeciras.

NETHERLANDS—Three Dutch banks to participate in European syndicate underwriting $15 million loan to Autostrade, Concessioni e Costruzioni Autostrade, Italian firm building and operating toll highways. Loan is for 15 years, bearing 5½% interest rate, guaranteed by Italian state-owned holding company.

PAKISTAN—Owing to congestion at port of Chittagong and increased delays in discharging cargo, Outbound Freight Conference notifies all shippers that 40% surcharge on all rates and charges on cargo to Chittagong will become effective Oct. 1, 1963.

PERU—Marcona Mining Co., largest producer of iron ore on west coast of South America, began operating pelletizing facilities at port of San Nicolas at end of June. With addition of two grinding and magnetizing units, 2-year, $55 million investment program will be complete. Plant to produce 1 million tons annually of iron pellets assaying 68-69% iron. Builders were Lurgi Industries of Frankfurt, West Germany, whose engineers now operating unit under guarantee clause of contract with Marcona.

SOMALI REPUBLIC—Government sponsoring Fifth African Film Festival at Mogadiscio concurrently with Seventh International Trade Fair, Sept. 28-Oct. 12, 1963. Categories are films about Africa, and scientific, tourist, hunting and wildlife documentaries.

SOUTH AFRICA—General Motors purchases 395 acres on northern outskirts of Port Elizabeth—largest purchase of kind in Port Elizabeth. New site is 4 times as large as one presently occupied by G.M.

SWITZERLAND—Country's aluminum production rose 50,000 metric tons (18%) in 1962. Domestic prices of aluminum and semi-manufactures remained virtually steady.

Liberian mining company orders from Sulzer Bros., Winterthur, 3 large stationary diesel engines rating 11,450 HP each at 150 rpm for thermal power station to begin operating at the end of 1964. Power later to be enlarged to 70,000 HP.

SYRIA—New centrally heated and air-conditioned tourist hotel to be constructed in desert village of Palmyra, prime tourist attraction. Tender to be announced shortly.

Syria-USSR agreement signed for construction of $700,000 plant in Aleppo to make reinforced concrete railway ties. Plant to be financed out of total amount included in 1960 Soviet agreement to finance Latakia-Aleppo railway.

TUNISIA—In effort to prevent large-scale shipments of olive oil from rapidly depleting stocks, Government imposes minimum price levels in various grades exported. Measure supplements recent establishment of monthly 1,200-metric-ton quota. Exports already have fallen below quota.

TURKEY—After rejection of certain lots of Turkish fig paste by U.S. Food and Drug Administration because of insect infestation, Ministry of Commerce directed representative in Izmir to undertake preparations for standardizing and controlling exported fig paste. This standardization procedure reportedly to be put into effect next export season.

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the cover

Business was good and buyers came in a steady stream during the recent Automobile Service and Maintenance Equipment Show at the U.S. Trade Center in Tokyo. The display prompted many favorable comments from Japanese government officials, businessmen, and U.S. exhibitors. For a photographic report on the show, see page 18.

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IN MEDIUM-TERM FIELD

Overseas capital-goods buyers offered simplified trade plan with 6-to-60-months financing

Certificate issued by Export Procurement Corporation to credit-worthy purchasers spurs trade with U.S. companies

By STANLEY LICHTENSTEIN
Staff Writer

Working to get U.S. sellers and overseas buyers operating on the same wavelength, a corporation specializing in credit-insured medium-term export financing and procurement of capital goods—all kinds of machinery and equipment—has appeared on the international trading scene.

Sister firm gets 'E'

The Export Procurement Corporation of New York City is a junior associate of the Intercredit Agency, Inc., which on July 2 received the President's "E" award for having aided many U.S. firms to expand overseas sales or enter exporting for the first time (INTERNATIONAL COMMERCE, July 22, p. 16). Headed by international finance and trade expert Paul Hirsch as executive vice-president, the EPC operation brings to U.S. manufacturers or other suppliers potential customers whose credit-worthiness is insured by policies obtained through Intercredit from the Foreign Credit Insurance Association. Purchasers' requests have ranged from $5,000 to $2½ million.

Lively interest

The response last winter to the Export Procurement Corporation's first advertisement in the *New York Times* and *Journal of Commerce* international editions was encouraging. As J. R. Jolly, EPC's vice-president in charge of advertising, noted:

"One reader was en route from the Mediterranean to the Great Lakes. Arriving in Chicago on Sunday, he telephoned a friend in New York the next morning to find out whether we could assist him in purchasing the equipment he had come to the United States to see.

"Another reader saw the ad during the Paris-New York leg of his journey from India. He was coming to the United States to find and finance a quarter-million dollars worth of specialized machinery. He contacted us within 24 hours of his arrival.

"A reader in Switzerland got his letter of inquiry into our hands on the fourth day after our first announcement. He had the necessary application forms in his hands on the sixth day. . . ."

Services

To such potential capital-goods purchasers and marketers, EPC offers: low-rate financing on terms up to 5 years, buyer's choice of supplier (any U.S. manufacturer), centralized purchasing leading to lower prices, inspection and certification of goods to assure that specifications are met, insurance of credit and of shipment, and even equipment on lease in suitable cases.

The simplicity of this "package" plan, say its promoters, opens a new overseas market for U.S. manufacturers and brings newcomers into exporting. The sellers receive cash payment and are relieved of involvement in export-financing and collection. The comprehensiveness of the service is designed to induce overseas purchasers to place their orders in the United States instead of other competitive markets.

Procedure

To avail themselves of EPC's package service, credit-worthy foreign buyers may apply for a stand-by credit line by submitting:

- Complete information on credit standing, bank and trade references.
- Full description of goods to be purchased and their approximate cost price.
- Period of time for which financing (from 6 to 60 months) is required.

With a world-wide network of local representatives, EPC is on hand to assist in preparing credit information and balance sheets with full documentation according to standards required in the United States. Its service organization processes credit applications free of charge and furnishes all details of credit-line terms and conditions.

Approved applicants receive a negotiable "Procurement Certificate" enabling the buyers to obtain capital goods with EPC-provided cash from any U.S. supplier of their choice, on prearranged installment terms of up to 5 years.

Purchasing agent

EPC acts as purchasing agent in all transactions and submits to the buyer carefully screened offers and quotations for his own selection. The corporation claims that the fees it charges the buyer "are almost absorbed by the savings resulting from competitive offers." The buyer's choice is said to be widened by the fact that the package service makes possible the placement of orders with U.S. manufacturers who have never exported before. According to EPC, this puts the buyer in the enviable position of being able to select from offers which are highly competitive in quality, price, and delivery terms.

Inspection

Mandatory inspection of the approved goods is provided either in the factory or port of shipment by the Superintendence Co., Inc., of New York, N.Y., or at the final destination by the General Superintendence Co., Ltd., of Geneva, Switzerland.

Use of the Superintendence Co.'s inspection certificate and coverage by U.S. export-credit insurance eliminate major risks inherent in export transactions and make them bankable, EPC says. And with procurement and financing services under one roof, resultant savings can be passed on to the buyer.

Independence

The buyer's free choice of the best supplier is preserved because EPC, in placing his order, does not represent any manufacturer. Transactions always start with the establishment of a stand-by credit line for the buyer and not with a quotation on the goods sought, because with cash on hand, purchasing becomes less of a problem.

EPC's services are also available for leasing of equipment on a case-to-case basis—a practice which is new in foreign markets but widely established in the United States as a recognized substitute for capital investments.

Officers A. Cushman May (vice-president, director and shareholder) and Paul

Garrigue, Jr. (vice-president, secretary and shareholder) are also officers of Intercredit Agency, Inc. Other EPC officers and board members are also officers of Parker & Co. International, Hogg, Robinson & Capel-Cure, Ltd. (London), and Credit Insurance Association, Ltd. (London).

Getting through

Economically and linguistically, EPC executives are "talking the language" of customers for U.S. exports around the world. Through advertising and trade channels, the corporation is carrying its message—in English, Spanish, French, German, Portuguese, and other tongues—to a growing number of buyers seeking capital goods, and to some seeking consumer goods as well.

The message is simple: "Establish your credit, then shop around with cash on hand and buy from any supplier, regardless of his export experience." This gospel, EPC is convinced, can work wonders in promoting the expansion of U.S. exports.

Costa Rica gets $22 million World Bank power loan

The World Bank has loaned the equivalent of $22 million for the expansion of electric power facilities and the construction of a modern telecommunications system in Costa Rica. The loan will assist in financing a 56,000-kilowatt hydroelectric power plant, together with associated transmission facilities, and the installation of automatic exchange equipment for 26,000 telephone lines, cables, line networks and radio equipment for interurban connections.

The projects should be completed in 1966 at a total cost estimated at the equivalent of about $36 million. The Bank loan will cover the foreign exchange requirements and the local currency costs will be financed by ICE, mostly from earnings. Equipment and supplies will be purchased on the basis of international competition.

The loan was made to the Instituto Costarricense de Electricidad (ICE), an autonomous Government agency, originally established to plan and execute a coordinated electrification program and subsequently given responsibility for providing telecommunications services as well. Existing telephone installations, owned by Compania Nacional de Fuerza y Luz (CNFL), a subsidiary of American and Foreign Power, are now being sold to ICE. ICE's telecommunications program has been endorsed by experts retained by the World Bank.

World trade group preparing to mark 50th anniversary

IBM's Arthur K. Watson to chair Nov. 18-20 NFTC convention

Rounding out its first half-century, the National Foreign Trade Council has scheduled its Golden Anniversary convention for November 18-20 (Monday-Wednesday) at New York City's Waldorf-Astoria Hotel.

ARTHUR K. WATSON

With more than 2,000 businessmen and Government officials expected to attend, the convention theme will be: "The United States in World Markets—Charting the Course for Coming Years." Arthur K. Watson, president of IBM (International Business Machines) World Corporation, will serve as convention chairman.

Draft program

The preliminary program calls for the following sessions:

Mon., Nov. 18

First General Session	10:00 a.m.
Canada Luncheon	12:30 p.m.
International Finance Session	3:00 p.m.
Industrial Relations Session	3:00 p.m.
Education Session	8:00 p.m.

Tues., Nov. 19

Second General Session	10:00 a.m.
Asia Luncheon	12:30 p.m.
Latin American Forum	3:00 p.m.
Foreign Investment Session	3:00 p.m.

Wed., Nov. 20

Final General Session—Declaration Committee Report	10:00 a.m.
Europe Luncheon	12:30 p.m.
International Marketing Session	3:00 p.m.
Tax Session	3:00 p.m.
Economics Roundtable	3:00 p.m.
World Trade Dinner (black tie)	7:30 p.m.

Registration

Details on program, registration, and hotel reservations may be obtained from the National Foreign Trade Council, 10 Rockefeller Plaza, New York, N.Y. 10020.

UAR readies 2d TV net; plans instructional use

The United Arab Republic (UAR) was to have a second national television net by August 1, 1963, according to a UAR Government official. With experimental transmissions already underway, the network will enable the government-owned television service to broadcast simultaneously to domestic and European channels. Although the southernmost Egyptian city of Aswan will not be connected to the network until 1965, the existing station there will be programmed in the meantime through video tapes flown from Cairo.

The new channel will be an important factor in the establishment of an instructional television scheme. A 5-year program for instructional television at all levels of the school system has been presented to the Minister of Culture and National Guidance by a study group from Ohio State University.

While the spread of television in Egypt is expected to improve with the development of a national electrical distribution system to remedy the present lack of reliable rural electricity, a chronic shortage of foreign exchange will place serious limitations on the number of sets needed to expand television reception in the United Arab Republic.

QUAKER TO HOLLAND

Quaker Chemical (Holland) N.V. has expanded its European operations by relocating its headquarters at Uithoorn, Holland. The manufacture and sale of the company's specialty chemical products for Europe's chemical and metalworking industries will be handled from this location. The company's parent organization is Quaker Chemical Corporation of Conshohocken, Pennsylvania.

Belgium: on the move

Businessmen turn out to discuss trade with U.S., Mission reports

By MERRITT E. FREEMAN
Director, U.S. Trade Development Mission to Belgium

The U.S. Trade Development Mission to Belgium, visiting the country for the month of June, was much impressed by the industry and thoroughness of Belgian businessmen. A substantial number of them turned out to discuss business possibilities with US. firms.

MERRITT E. FREEMAN

The challenges and satisfactions of the typical discussion were just about the same as those encountered in trying to put together a mutually beneficial business deal with another U.S. businessman. In some ways the satisfaction was greater, however, as solving the minor problems of language and tradition resulted in an additional sense of accomplishment.

Possibly the most lasting impression the Mission carried away was the feeling that Belgians richly deserve to be called a nation of traders. Since 1958, both imports and exports have been increasing at around 10% a year. Total Belgian foreign trade amounts to 70% of that country's gross national product.

The typical Belgian businessman sees his country as the logical commercial gateway to the Common Market and intends to get his share of the trade increase he anticipates in that area. He believes in free trade and is confident he can compete. He feels a strong sense of friendship for the United States and looks forward to expanded trade relationships with this country.

Rising living standards

The Belgian standard of living is high and rising. Accordingly, the market for leisure goods and higher quality consumer goods is gaining in importance.

The market for consumer goods will continue to increase, and patterns of distribution will change considerably. This change will make it easier for new suppliers to break into the market.

The people are well dressed and well groomed. The excellent appearance of the children impressed all the Mission members. Most clothing is of heavier weight than that which Americans wear, as the summers are cool. Rainwear is important. There is a constant market for clothing that represents solid value. Style is of less importance than in the United States.

The trend to supermarkets has begun, and some Belgian stores compare favorably with their U.S. counterparts. Largely, however, Belgium is still a nation of small shops, averaging one shop for about 30 people. The Belgians know that a change is taking place. They are sensitive to the problems it creates but recognize the need for change. An observer is struck by the fact that human resources are still being wasted in the marketplace of a country that has a labor shortage in the factories.

The Belgian Government is acutely interested in the commercial problems of the country and maintains a substantial agency in the Ministry of Economic Affairs devoted to encouraging non-Belgian firms to establish production facilities in Belgium. It also uses financial incentives to channel new plant construction to the section of the country where it is most needed.

Market industrial

Belgium will unquestionably continue as a trading nation. The country historically produces mostly semifinished goods: accordingly, the big market is in industrial rather than in consumer goods. The Belgians are eager to put existing excess capacity to work.

The continuing evolution of the Common Market will unquestionably make for a tougher market as well as a much bigger market. Just as Chicago is more competitive than Paducah, the Common Market will be more competitive than any portion had been previously. The rewards will be commensurately greater.

The Belgians know they must make their living with their minds and muscles. This prospect doesn't bother them. They have their problems under control and face the complex future with well-founded confidence.

They are truly a nation on the move.

U.S. Mission to Belgium

June 1-29

Operated in 2 cities, Brussels and Antwerp.

Individual members and groups of Mission members visited other towns and cities of Belgium, including the Fair at Liège and the Fair at Ghent.

Visited 36 plants and institutions.

Operated 2 Trade Information Centers equipped with commercial libraries, one in Brussels at the Centre International Rogier and the other in Antwerp at the National Building Center.

Attended and spoke at 17 meetings with groups ranging in size from 25 to over 100.

Presented 709 Business Proposals which had been submitted by U.S. firms.

Held 433 interviews with 421 separate Belgian firms, which resulted in 1364 contacts for the U.S. Business Proposals.

These 421 Belgian firms responded to 533 (about 75%) of the Business Proposals.

Reported 446 trade and investment opportunities in addition to contacts resulting from U.S. Business Proposals: 168 for U.S. exports; 27, distributionship; 92, agencies; 61, licensing; 24, joint ventures; 61, U.S. imports; and 13 offers to license.

Received 38 offers of services.

the author

Mr. Freeman is Director of the Commodity Export Promotion Staff of the Business and Defense Services Administration, Department of Commerce, and also serves as a member of the E Award Committee. In 1953 Mr. Freeman formed his own sales agency and until 1960 represented manufacturers of electrical appliances and housewares in Maryland, D.C., and Virginia. He majored in Business Administration and Economics at George Washington University.

Nearly 2,000 new direct channels between U.S. sellers, prospective Belgian buyers established through Development Mission

Challenge is now for U.S. exporters—large and small, new or experienced—to follow through and close sales

Particular interest shown in anything new; Belgians ready to do business with young-minded American companies

By JAN B. VERSCHUUR
Trade Development Officer, U.S. Mission to Belgium

Close to two thousand new direct channels of communication have been established—through the U.S. Trade Development Mission to Belgium—between U.S. sellers and prospective Belgian buyers. Publication of the opportunities and consultations in which Mission members will participate should greatly augment the number of possible contacts. The challenge is now to U.S. businessmen to follow through and close the export sales for which the leads have been furnished.

JAN B. VERSCHUUR

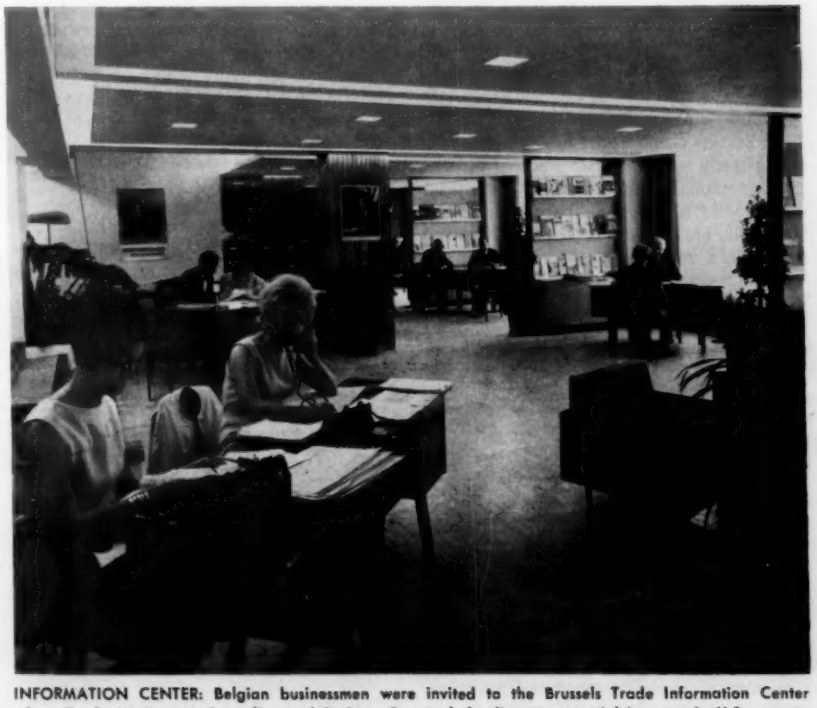
The report prepared on each interview between a Mission member and a business visitor to the Mission is an informative, dependable record to use in evaluating the business proposal and even a guide in determining the U.S. firm's sales approach.

Export opportunities first

The U.S. Trade Mission to Belgium, thanks to excellent Belgian response, located many outstanding export opportunities. In fact, of the 446 proposals the Mission brought back, 287 concerned exports, including 27 requests for distributorships and 92 agency proposals. As this Mission was general in nature with members representing quite different fields, the business opportunities generated also cover a wide area. Also, they reflect an interest on the part of Belgian businessmen to enter into contact with small- and medium-sized U.S. companies as well as with the larger concerns.

As was to be expected in a progressive country like Belgium, there was particular interest in anything new: New products, new processes, new marketing methods and ideas. Accordingly, the Belgians are ready to do business with young and young-minded American companies. Among the 709 Business Proposals the Mission took to Belgium—ranging from pretzels to helicopters and emanating from all over the United States—a significant number were from firms which had not previously exported at all. Many of these too received major initial interest including the helicopter manufacturer. All of the U.S. concerns which submitted Business Proposals to the Mission have been advised of the results and have been furnished the names and addresses of those Belgian firms which indicated a definite interest in their propositions.

In response to specific inquiries developed at the Mission's Brussels and Antwerp Trade Information Centers, Mission members also referred to Belgian executives the names and addresses of more than 100 U.S. companies with which they were personally familiar in their respective fields of business or obtained from directories in the commercial libraries at the Centers. The U.S. firms so referred have been duly notified and it is hoped that many will capitalize on these "bonus" opportunities.



INFORMATION CENTER: Belgian businessmen were invited to the Brussels Trade Information Center where Trade Mission members discussed Business Proposals leading to potential increase in U.S. exports.

the author

Mr. Verschuur is a Program Officer in the Bureau of International Commerce, assigned as a foreign trade specialist to the National Export Expansion Council. His international business background includes service with American Overseas Sales Corp. in the Far East, and with Colgate Palmolive International in the United States and France. A graduate of the Netherlands Institute for Foreign Trade at Nijenrode Castle, Utrecht, he has also worked toward a doctorate in Economics at the University of Amsterdam. Mr. Verschuur speaks French, German, and Dutch and has a working knowledge of Spanish, Swedish, and Malayan.

Prosperous, progressive Belgium an area for U.S. exports of well fashioned quality apparel

Metric system sizes, local styling characteristics should be considered; warehousing, effective sales force needed

By GEORGE M. EPSTEIN
President, Bell Clothing House
Kenosha, Wis.

The Belgian apparel (textile) market of 9 million men, women, and children represents one of the better dressed groups of people in Europe. Both men and women are well groomed, dress conservatively, and see to it that their children wear good apparel at school as well as on Sundays and holidays. Interest in well-fashioned quality merchandise indicates an area for U.S. exports to prosperous, progessive Belgium.

GEORGE M. EPSTEIN

Belgium is known as a "nation of shopkeepers" just as Paris is called the "city of shopkeepers." Statistical surveys show 1 person in every 30 is engaged in retailing. The "Mamma-Poppa" American-type store had its counterpart in Belgium, with one parent or the other finding outside employment to supplement the family income. Many of these shops are old, some very old, handed down from generation to generation. Modern merchandising—with supermarkets, chains, bazaars, and department stores carrying more lines—will bring a decline in the number of small retail apparel stores throughout Belgium.

Tips for tailoring

Trade opportunities do exist; but consideration should be given by U.S. manufacturers to sizes and styling for the European market. While we employ the metric system in our monetary transactions, we are not in line with the rest of the world in using the metric system for wearing apparel measurements.

Local styling characteristics should be considered for success in the European market. European styling has entered the U.S. market, and the same styling influences European buyers. Stockpiling or warehousing should be planned to properly insure deliveries to European customers. Regularity of service and an effective staff and sales force are necessary to maximize the flow of business.

Only two chains of men's-wear stores operate in Belgium—one large one, native to the country; the other, smaller, owned by Dutch interests. Several women's-wear chains are in operation, one or two of them quite large. Small chains, 2- to 5-unit operations exist between Brussels, Antwerp, and Knocke (a fashionable seacoast resort) as well as between Ghent, Bruges, Ostend in the West, and Liege to the East. Most department stores are chain operated.

The supply of clothing for men, women, and children is ample and competitive. Stocks are proportioned to the size shop or store in the respective sized cities and towns. Department store stocks appeared heavy. Merchandise is well made and relatively heavy, for the cool climate: Belgium lies above the 50° parallel, whereas the United States lies mostly below the 40th parallel.

Heavier fabrics used

Heavier woolen fabrics for men's and boys' suits are used, and the gage of knitwear in sweaters (men and women's) and women's suits is substantially heavier than the average used in the United States. "Merchandise for mileage" is obviously a Belgian byword, and "warmth without weight" as we know it has not been applied to the Belgian market. Use of tropical weight fabrics in men's wear is growing, although hot weather does not prevail. The cool summer and extremely cold winter of 1962 are fresh in the minds of the Belgians.

All fabrics are used, however, from wash and wear, cottons and cords to rayons and acetates, dacrons and wool, wool and cotton, and mohairs and silks. One interesting fabric was cotton backed, woven through with raffia shown in fashion women's wear along with organdy, silk, and a new silky synthetic knit. Prints on knit synthetics were also seen.

Cotton imported

Manufacture of textiles in Belgium has been a substantial part of the economy. The city of Ghent is famous for rugs, and cotton and woolen fabrics; Bruges for laces and linens. Historically the Flemish weavers converted the natural fibers of the ancient, medieval, and early modern world into finished cloth. The Belgian guilds of weavers and spinners are among the earliest of the European trade unions. Cotton, wool, linen, and mohair is grown round the world and loomed and fabricated in Belgium for world-wide distribution for use in clothing, draperies, rugs, carpets, and upholstery.

Belgium imports some 500,000 bales of cotton annually and uses cotton from almost every producing country in the world: Asia, Africa, South and North America. Wool, linen, and silk are likewise imported by Belgian industry. Synthetic goods are available and some are supplied by other European countries and the United States and United Kingdom.

Some U.S. brands seen

Exports of textile materials and products in 1961 represented 15.5% of total Belgian exports of $3,924 million, and imports of textile materials and products represented 12.1% of total Belgian imports of $4,219 million. At distributive levels, the U.S. percentage looks small as evidenced in retail stores. White goods, sheets, pillow cases, and towels are offered in traditional sales at department stores. Lingerie, brassieres, and hosiery brand names were in evidence; some are under license here. Dresses made in the United States are available at department stores as is swim wear. Supplies of sportswear and slacks are growing.

In men's wear, brand-name dress and sport shirts are available, some made in the United States and some under license. Brand-name jewelry for men is displayed as is U.S. underwear licensed to Switzer-

the author

Mr. Epstein has been President, owner, and buyer of Bell Clothing House, a general apparel and accessory store, of Kenosha, Wisconsin, for the past 27 years. He is a graduate of the University of Wisconsin and studied at Northwestern University and George Washington University Law Schools. He is a former president of the National Association of Retail Clothiers, and is a member of the National Retail Merchants Association.

land. American blue jeans and those made in Belgium have made tremendous strides; U.S. Western movies spurred the demand for blue jeans long before they appeared on the market. Some stocks of American-made goods are on hand in both men's and women's wear, but both are higher priced than domestically-produced goods because of tariffs.

Sport clothes for men, women, and children are becoming more popular. The traditional navy blue blazer, both double breasted and single breasted, is frequently seen. Sport coats in wool tweeds and flannels, as well as synthetics, are available.

Stretch goods wanted

Sports slacks for males are available in all fabrics—wool, cotton, synthetics and corduroy, mostly in heavier weight. In women's wear, slacks and shorts are increasing in popularity; slacks are not worn on the street but rather at home or on vacation. Both stretch cotton and helanca were sought from the U.S. market. Stretch wool is not yet known in this market, but an interest was shown and samples were requested.

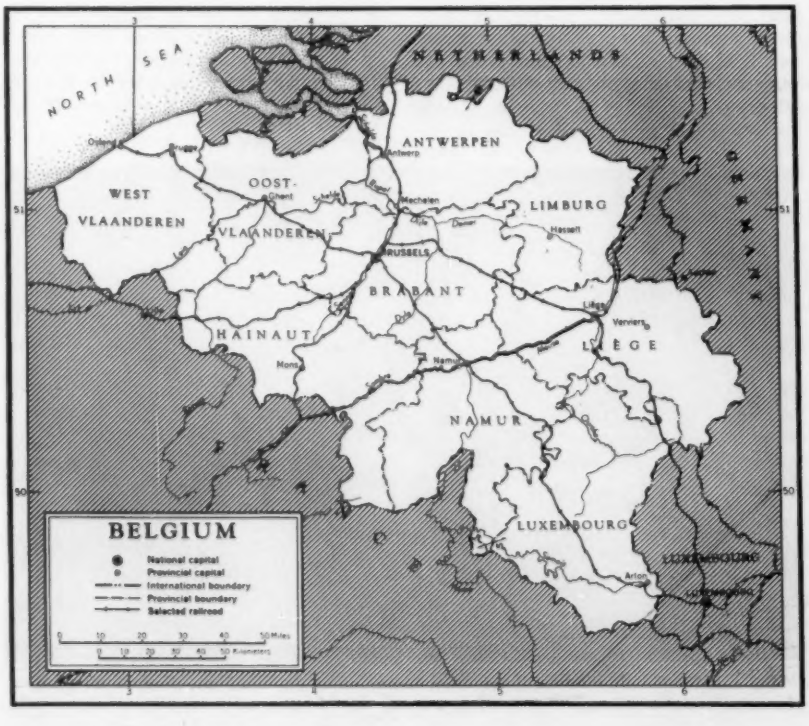
Sport shirts, sweaters, and knit shirts in both synthetics and natural fibers are gaining in popularity, and sweaters of wool and synthetics are found usually in heavier gages and ski-type yarns. Lighter weights are now appearing and are used especially by companies interested in high fashions and the export market. Prosperity and more leisure will expand the entire sportswear field.

Rainwear always required

Because of climatic conditions, raincoats in all sizes are important in the Belgian market. Light-weight nylons, synthetic combinations, and gabardines cover the field of rainwear for men, women, and children; coats are made with interlinings. Shopping facilities in the areas visited by the Mission are adequate, and new shopping centers are developing. Some of the food-center stores carry soft-goods lines.

Many U.S. firms have already taken a good look at the Belgian market, and have located branch operations—largely spurred by the central location, relatively favorable taxation, good business climate, and availability of excellent transportation to the entire European continent. Within a 250-mile radius of Brussels there is a population of 120 million.

Belgian textile workers are skilled, dependable, and conscientious. There are 150,000 employees in textiles and their productivity has increased 50% within the past 10 years.



Find opportunities in plastics field on selective basis

Each possibility should be weighed on individual merit; some interest shown in boats

By JOEL STAHL
President, Stahl Industries, Inc.
Youngstown, Ohio

The future presents an opportunity throughout the Common Market for the Belgian plastics industry, although there is a highly developed plastic industry in full production in nearby West Germany, France and Italy. This was the opinion of the Trade Mission members who found many interesting trade possibilities that could be attractive to both Belgian and U.S. firms. The field of plastics must be developed on a highly selective basis. Each prospective opportunity must be weighed on its own individual merits.

JOEL STAHL

The boat field is small in Belgium, and production is by hand layup. Opportunities for future markets should grow because of increased interest in boating and availability of more leisure time. Interest was shown in proposals by U.S. firms who wished to obtain agents and distributors for plastic boats.

The most highly developed plastic production and usage in Belgium is that of films for packaging. Films produced are cellophane, polyethylene, cellulose acetate, plasticized PVC and biorientated polystyrene, in thicknesses from 1 millimeter to 10 millimeters. Another big segment is laminates of cellophane, polyethylene, aluminum foil, and textiles.

In thinking about expanding usage, one must keep in mind the European concepts; for example, poly-propylene film is widely used as a bread wrapper in the United States but is not so used in Belgium because bread is not wrapped there.

The second-largest photographic film producer in the world is in Belgium, and that company manufactures cellulose acetate for its own use. There also is one producer of polyvinyl butyrate for manufacture of safety glass.

Plastics are employed for certain building purposes. Fiberglass-reinforced polyester corrugated sheets have the widest usage. Three producers, each of about equal size, make these sheets for factory sky lights, patio roofs, and wind breakers. The Belgians also have much experience and know-how in PVC corrugated panels. One large curtain wall manufacturer produces reinforced polyester window frames.

One of the oldest chemical companies in the world is in Belgium. The company also operates throughout most of Europe and much of the rest of the world, producing three basic plastic raw materials: Vinyl resins and their compounds, polyethylene, and vinylidene chloride copolymers. Although basically a chemical company, 20 to 30% of its volume is in plastics.

In addition there is one local producer of polyethylene, in a joint venture with a U.S. firm. Some Italian polyethylene is sold in Belgium but, since the recent rise in tariffs against U.S. products, little U.S. material is sold there now.

A strong phenolic molding industry exists in Belgium, and conventional injection, extrusion, and compression molding processes are well developed there.

Acrylic materials are imported, but this is not a big item in Belgium.

It would seem that with a well developed oil industry, coal industry, and growing petrochemical industry there should be a natural growth for plastics in Belgium; however, most industry people feel that their market is already covered by other Common Market producers. If one thinks in terms of only the Belgian market, then large and varied production is not warranted; a few fields are covered well, and the remainder goes to other producers.

With the added opportunity of the large Common Market, there could be some interest between Belgian firms and U.S. plastic manufacture, both in raw materials and the processing of finished goods. Choosing the right opportunity is important. This can be done only by careful study and good business judgment.

the author

Mr. Stahl is President and General Manager of Stahl Industries, Inc., a technical and marketing consulting company in plastics, chemicals, and petrochemicals. Mr. Stahl is a member of the Society of Plastic Industries, Inc., American Marketing Association, and other organizations. He holds a B.CH.E. degree from Ohio State University.

U.S. metalworking, electrical, automotive test equipment preferred by Belgian buyer

To hold and increase sales volume, suppliers must fit machinery to local use, print instructions in both French and Flemish

By RICHARD A. CROY
Chief Tooling Engineer, Rockwell-Standard Corp., Utica, N.Y.

Interest in U.S. equipment for metalworking, electrical and electronic gears, and automotive parts and test equipment is high in Belgium. Let us spare no effort to make such equipment suitable for local use, as we do for the U.S. buyer.

RICHARD A. CROY

For continued participation in this market and to increase penetration, attention should be given to the following:

- Calibration of scales on all metalworking equipment for sale in the overseas market must be in the metric system. This arrangement could be incorporated without too much difficulty by adding the metric graduations on scales adjacent to the American scale graduations now in use.
- Operations manuals and maintenance instructions should be printed in the two languages of the country—French and Flemish.
- In electrical components and switchgear, U.S. equipment must match electrically with the source of power available in the area to which the equipment is being shipped. Sales people should be particularly aware of the problems involved and not dismiss them lightly in dealing with potential buyers from the foreign markets. Representatives of firms from other countries pay particular attention to this.

Reliability first

In metalworking, U.S. equipment is looked upon with great favor from the standpoint of technology and reliability. Perhaps reliability is the most important single factor under consideration by a Belgian buyer in the market for this type of equipment. Breakdowns are as punitive in Belgian manufacturers' facilities as they are in U.S. factories.

When a breakdown of U.S. equipment abroad does occur, it is of utmost importance that the supplier make more than a normal effort to get that machine back in operation as quickly as possible. The European supplier is closer to his piece of equipment and, therefore, is in a position to offer more prompt service than the American supplier. This problem will con-

GHENT PLASTIC PLANT: Members of the Trade Mission visited the S.A. Plascabel plant, manufacturer of plastics, located at Ghent, in their month long search of the Belgian market for potential export items.

the author

In his present position, Mr. Croy is responsible for solving problems in job processing of ferrous and non-ferrous sheets, plates, bars, and tubing. Formerly he was special engineer in charge of contract stamping and fabricating for Wheeling Steel Corp.; before that he was Manager of the Schnell Tool & Die Corp., and senior project engineer for Firestone Rubber Co. in Akron. Mr. Croy attended Michigan State University and the University of Akron.

tinue to be a major obstacle; however, a Belgian prospect will be more likely to purchase American equipment if U.S. manufacturers will do more to expedite shipment of replacement parts for their machines when they are required.

Frequency converter needed

U.S. electronic components and electrical switch gear apparently are well thought of; however, we are competing against manufacturers abroad who make very good equipment for the price they get for it. In this area, there may be a market for an appropriately designed frequency converter to enable existing U.S. equipment to be fitted to local conditions.

Not enough U.S. companies are actively pursuing this business. By our complacent attitude we are allowing competitors abroad to get their "foot in the door" and thus we are negating the possibilities of much greater future sales.

For automotive replacement parts, automotive mechanical parts, rebuilding equipment, and automotive component testing equipment, Belgian importers are looking to U.S. suppliers, because of the generally respected position achieved over the years. Again, however, American companies are expected to actively solicit the business and come through with good deliveries, on time, at competitive prices.

Viet-Nam buys $2.9 million worth of PL 480 tobacco

Agreement has been reached between the U.S. and Viet-Nam on an amended program under Title I, Public Law 480 for the sale of $2.9 million worth (including certain ocean transportation costs) or about 4.4 million pounds of tobacco.

The proceeds from this sale are to be used for common defense; payment of U.S. obligations abroad; and for various other U.S. uses.

VALUE-CONSCIOUS BUYER

Competition keen in all sectors of Belgian leisure goods market

Ingenious design, color use, careful pricing, aggressive merchandising needed to sell sporting and camp goods, trailers, boats, toys, to increasingly selective consumer

By FRAMROZE J. SPENCER
Manager, Marketing Division
Houston Research Institute, Inc.

The most significant characteristic of the leisure goods market in Belgium is value consciousness—increasing selectivity in consumer tastes against a background of continuing price awareness.

FRAMROZE J. SPENCER

Belgium is developing a vigorous production base in sporting goods, camping goods, caravaning (camping trailers), boats, and toys, games, and hobbies. Market participation by U.S. producers and exporters will be increasingly difficult.

The market for any product or service in Belgium, with a population of nine million, is at best limited. Exact statistics on leisure goods are unavailable, but estimates of the named categories indicate a consumption value of some $60 million in 1962.

Products from Italy, West Germany, the United Kingdom, and France are vigorously promoted. U.S. products should hold an edge in ingenuity of design, features, and colors, but any significant U.S. participation would have to be preceded by aggressive marketing practices. Licensing of selected products for local manufacture is somewhat easier, but selectivity should be heavily guided by local perference.

Competition for Belgium's consumer market is exceptionally keen. The relatively rapid rise in disposable income has not gone unnoticed elsewhere in Europe. Dominant suppliers in each of the categories of leisure goods mentioned are as follows: Sporting goods, the United Kingdom; camping goods, France, West Germany; caravaning, U.K., West Germany; boating, Italy; and toys, games, hobbies, Italy, France.

Trade conditions for U.S. products are generally quite favorable in Belgium. The sophisticated styling of most U.S. leisure goods is an advantage in many instances. Price, however, is an important factor in the situation, which is further sensitized by shipping distances (time), duties, and compensatory import taxes.

Some typical examples of desired items are: Beach playthings, multipurpose fishing accessories; multipurpose camping equipment other than tents and sleeping bags, folding furniture; full-fitted trailers; runabouts, jet outboards; and "scientific" (space-oriented) and educational toys, games, and hobby equipment.

Export opportunities

Direct export opportunities in all of the named categories are limited by the size of the internal market, a market which is hotly contested by several other countries. It is absolutely essential to establish the proper perspective in this country, 70% of whose industrial production is directed toward exports. The category of leisure goods, moreover, represents a low-unit-cost category on the average, and this fact couples with the size of the market to produce a tight situation.

Factors contributing to a viable export position for U.S. producers of leisure goods may be pointed up as follows:

- Ingenious design, with excellent color use
- Extreme price consciousness
- Aggressive merchandising techniques

For leisure goods, sports, camping, caravaning, and boating are grouped together as outdoor activities and toys, games, and hobbies are considered for indoors.

For outdoor activities

Equipment in the outdoor categories is exhibited annually at a fair sponsored by le Salon des Vacances, 4, rue de l'Ecuyer, Brussels 1. This March fair, held in the great Palais du Heysel, provides over 400,000 square feet of space for Belgian and other producers to display their wares to 400,000 visitors each year.

The most frequently practiced sports in Belgium are tennis, swimming, soccer football, basket-ball, field hockey, cycling, hunting, and fishing. Numerous foreign brands of equipment are sold in Belgium, notably through exclusive agents. The most important supplier is England. Some 250 establishments, affiliated with the National Council of sporting goods merchants, retail these items.

Fishing is almost entirely of the rod and reel fresh-water variety, with practically no spear fishing as yet. The largest part of local demand is satisfied by local producers; the chief import source is Japan.

Camping has had a fantastic postwar expansion in Belgium, where there are an estimated 400,000 active campers each year; and a 10% growth rate per annum is quite apparent. The camping industry has its own professional organization, the Conseil National du Commerce de Camping, consisting of manufacturers, importers, wholesalers, distributors, and stores.

There are six manufacturers of camping equipment in Belgium, one of whom employs 250 people and the rest between 10 and 25 each. These units satisfy some 88% of the Belgian market; the remainder is supplied principally by French products.

Sales in 1962 of tents, sleeping bags, and mattresses were valued at $2 million; and of furniture and accessories, also $2 million.

Caravaning is a term applied specifically to camping trailers in Europe. Until quite recently, British-made products dominated this market. Today, a strong upsurge in local production is evident. A typical model for a family of four, retailing from $700 to $1,000, contains complete fittings for extended outdoor living. Some 1,200 trailers were sold in 1962 in Belgium, to a large extent directly by the manufacturers.

With a total coastline of some 50 miles and a virtual absence of inland lakes, boating in Belgium is nominal. There is a demand, however, for light runabouts not over 16 feet in length and for small outboards. As the Belgians are learning about trailing boats to places such as the Côte d'Azur, this demand is growing. In 1962, an estimated 1,100 boats (80% outboards, 15% rowboats, 5% inboards) were sold in Belgium.

For indoor activities

Statistics on toys, dolls, games, and hobbies are hard to obtain, because of the part-time nature of over 90% of employment in this category: Workers make toys, games, etc., for some 3 or 4 months of each year, passing to other occupations such as metalworking, cutlery making, or silversmithing in the remaining months. Also, the variety of toys, games, and hobbies makes classification none too precise. Available figures show 1962 imports valued at $12 million, with less than 10% from the United States.

Generally, toys and games of a scientific and educational nature are replacing strictly "fun" items. Italian and French toys dominate the import scene, with a few notable exceptions in games and puzzles from West Germany.

the author

Mr. Spencer has had experience in every major phase of plastics technology. He also owns an import-export business and knows the sources of supply in the United States in sporting goods, leisure and hobby equipment, handicraft, toys, games, and dolls. French speaking Mr. Spencer has a B.S. in Chemistry from the University of Bombay, India, and a B.S. and M.CH.E., University of Oklahoma.

Belgium offers expanding market for U.S. foods

Changing distribution methods a break for U.S. suppliers

By W. GUY CHATER
Research Director,
Biddle Purchasing Co., New York City

Prosperous Belgium represents an ever expanding market for U.S. food products—in great measure a result of the marked change in distribution methods caused by introduction of the modern supermarket type of store which is becoming popular, particularly in the larger centers.

W. GUY CHATER

Because these outlets have a larger volume of business in each store than the small individual shop, they can carry a more varied line of goods and demonstrate new items and more modern forms of packaging and food preparation similar to those developed in the United States in recent years.

the author

Mr. Chater has been associated with the Biddle Purchasing Co. since 1923. He has long experience in the markets for several types of consumer goods, including food products. Formerly, he was associated with R. F. Downing & Co., customs brokers, and the Judson Freight Forwarding Co. of New York City. Mr. Chater received B.C.S. and M.C.S. degrees from New York University.

Belgium, with a population of nine million, has about 60,000 stores where food products are sold. (By contrast, the Netherlands with 12 million population has 23,000.) Many of these small stores are marginal operations, tended most of the time by the woman of the family, and the average age of owners is reported to be about 55 years. To sell and service this type of store is expensive, and the lines carried are cut down to a minimum of daily necessities. These stores are gradually dying out, as the younger generation shows no desire to be tied down to the long hours and minimum income which they represent.

By far the largest percentage of volume is concentrated in only 30% or less of these stores, many of which are tied together in some form of cooperative, or chainstore. This means that only about 40 large wholesalers, cooperative groups, or chainstore operators need be called upon to get a fairly complete distribution pattern. With some of the cooperative groups, however, the operations are rather loosely knit, and it may be adviseable to see some of the larger members, who influence the actions of the buying committees regarding addition of new lines or making policy changes.

Frozen foods

Distribution at present is limited, but growing rapidly. In many stores, particularly the smaller ones, the refrigerated case is rented by a distributor of certain frozen foods products who is in a position to control the variety and brands that are stocked.

As the industry grows however, and stores find it to their advantage to own or rent their refrigerated display cases independently, increased sales volume can be expected.

An opportunity also seems to exist for added sales of frozen fruits and vegetables in larger containers for restaurant use.

The proportion of Belgians who eat out seems remarkably large, and restaurants are of excellent quality with well prepared food. There does seem to be a good opportunity for more varied menus, particularly with regard to vegetables and fruits which can be offered from frozen food stocks on a year round basis.

Cereals and baked goods

Gradual introduction of more varied cereals and baked goods, such as individual cracker servings with soup, graham crackers, or other U.S. specialties, and additional lines of cereals, in dry form or quick-cooking children's breakfast foods, seems a possibility, but this would require production in Belgium, either by direct U.S. investment, or preferably, under some form of licensing or joint-venture arrangement.

Canned goods, dried fruits

Belgium buys more U.S. canned apricots than any other foreign country, and only Canada and the United Kingdom buy more fruit cocktail and fruit salad. Recent shipments of U.S. canned goods to Belgium also include peaches, pears, fruit juices (except citrus), baby fruits and vegetables, asparagus, and tomato products. There is potential for increased sales in these categories as well as in dried fruits, especially prunes, apricots, and raisins.

Chance for direct sales

The growth of chain stores and cooperative organizations, with sufficient capital to finance their own purchases from abroad and with better control of retail sales through stocking and displaying presents an opportunity for independent U.S. canners and packers to offer their goods for direct sales regardless of brand, or with brands or labels of the Belgian distributor affixed when packed or at least prior to shipment.

U.S. businesses selling in this way should make sure in advance that their labels meet requirements of the Belgian laws and are most suitable to arouse interest of the Belgian buyer. That goods originate in the United States is its own guaranty of quality to the Belgian people, and some English wording to this effect is acceptable and desirable. Also, particularly on a new food line or if additional uses are to be stressed, instructions for preparation and serving are a sales help.

As Belgium is bilingual, such instructions should be printed in both French and Flemish and the wording discussed fully with Belgian buyers well in advance, to be sure of the most effective presentation.

Belgium—a capital market for U.S. capital goods

Country is bigger market than ever for U.S. products; strongest interest in general industrial equipment centers on materials handling and electronics

by LEONARD W. GOVER

Vice President, Ballagh & Thrall, Philadelphia, Pa.

Belgium today is a bigger market for U.S. goods than ever before, and the demand continues to grow.

LEONARD W. GOVER

Despite heavy and increasing competition from Germany, Netherlands, France, Italy, and other European countries in numerous manufactured goods, for many specialized U.S. products there is so far little or no competition on the Continent. This includes new products, those on which design has been improved, and novelty items, for which there is a ready demand.

The Belgian manufacturer is not content with the old way of doing things and is constantly looking for new and improved methods of manufacture.

Automation holds little fear for the laboring man, and is generally welcomed in all its forms. There is, and will continue to be, a high demand for all available labor, and introduction of labor-saving devices is not regarded as a threat to jobs but rather as a contribution to greater efficiency, shorter hours of labor, and maintenance of high standards of living.

Materials handling equipment

Among the more than 700 Business Proposals with which this Mission was supplied, those in industrial equipment that created the greatest interest were almost equally divided between materials

BELGIAN MANUFACTURER: S.A. Electromechanique, of Brussels manufactures industrial welding equipment, and also serves as the Belgian representative of the Aurora, Illinois, Thor Power Tool Company.

handling and electronics—closely paralleling current U.S. interest in the same products. One finds in Belgium a great diversity in methods of materials handling, from the most modern to relatively primitive. This latter condition is changing steadily; the market for new and improved apparatus ranging from bulk handling of raw materials to conveyor systems for finished goods is considerable.

As a result, the Mission received many inquiries for information on the latest developments in U.S. equipment of all types.

Electronics

Interest in electronics covers much the same broad field it does in the United States, and presents opportunities both for the U.S. exporter and for those firms interested in manufacturing in Belgium for the entire Common Market.

Next in importance—judged by the interest shown—was, rather surprisingly, air conditioning and all forms of refrigeration. Although Belgium does not have a warm climate by our standards, air conditioning more for stability of temperature and control of humidity is considered increasingly important for stores, public buildings, and industrial use. There is as yet relatively little interest in home-sized units.

Heating methods change

Following air conditioning closely are all forms of central heating and space heating. With increased use of oil—and now natural gas—for home use, methods of household heating are being revolutionized.

There were substantial inquiries regarding machine tools, special metals and alloys (both finished and unfinished), automobile and garage accessories, pumps of all types, and to a limited extent, medium-sized farm machinery for the relatively small farms common in Belgium.

Want to import U.S. items

While interest was shown in manufacture of much of this equipment, almost twice as many firms approached the Mission with plans to import products made in the United States as those wishing to manufacture under an agreement—an indication that American-made industrial products are still much in demand, and that, despite definite advantages already favouring EEC member nations for their output, the U.S. exporter will find a receptive market for his products in Belgium.

Quality stressed

The key word is quality. The Belgian manufacturer and his workers are both quality conscious, for their national product has always enjoyed the highest reputation. Rarely is the question of price discussed in relation to cheapness, but rather in relation to the product's good, best, and even deluxe quality. This does not mean that it need not be competitively priced, for no one is shrewder than the Belgian merchant in obtaining the best possible value—but not at the sacrifice of quality.

Credit not serious problem

For the U.S. exporter selling direct, credit is not a serious problem, for he is dealing with one of the most financially stable countries in the world. The majority of Belgian banks are widely experienced in all forms of foreign trade and are eager to be of assistance to importers and exporters.

Credit terms are usually the same as those which would be extended to financially responsible firms in the United States, and the Belgian merchant has an enviable reputation for meeting his obligations. If the U.S. exporter is reluctant to extend open account terms, however, sight or time drafts are quite in order; or for specially constructed machinery the Belgian merchant will establish a letter of credit or meet whatever terms are routine. Belgians are exporters themselves and readily recognize that various terms may apply. They are generally willing to cooperate with U.S. shippers until mutual trust has been established, when more liberal terms may be agreed upon.

Industry diversified

Belgian industry is probably as widely diversified as in the United States but in an area slightly larger than Maryland with a population of about 9 million. As a result, one often finds in a single plant a variety of manufacture rarely found in the United States.

This is not an unplanned operation proceeding on a haphazard basis; rather, it reflects knowledge, gained from experience, as to how to utilize facilities to the best advantage for production of several lines of equipment that collectively keep personnel and machinery busy in spite of seasonal purchasing affecting any one of these products.

U.S. goods prestige items

Competition in the Belgian market is similar to that existing generally throughout the European Common Market from each of the member nations. U.S. product lines are prestige items, and, providing they are competitive in price, they encounter good demand.

We in the United States during recent years have been able to maintain fairly stable prices, while in some member nations of the EEC costs of labor and materials, and likewise of completed goods, have risen steadily.

We are confronted with a schedule of diminishing tariffs among the Common Market countries, which favors an interchange of their goods. There is every likelihood, however, that if we are able to maintain our own price levels, the savings to member nations effected by the lowering of tariffs will be offset at least partially by increased manufacturing costs, and the protective features of EEC membership to some extent will be nullified. This would indicate the strong probability that U.S. exports will continue to find a ready market in Belgium and other EEC countries, with little if any diminishing volume for some time to come.

the author

A specialist in industrial equipment, Mr. Gover has been with Ballagh and Thrall, combination export firm, for 25 years. Earlier, he was an executive with John B. Stetson Co., manufacturer of men's hats. Mr. Gover, who speaks French and Spanish, attended the University of Pennsylvania's Wharton School and Temple University Law Schools.

$2.4 million loan will buy U.S. equipment for Uganda

Eleven existing Ugandan secondary schools will be enlarged to make room for some 1,500 more high school students by 1966 through a $2.4 million loan from the Agency for International Development. In addition, Uganda has undertaken with its own resources to create room for about 1,700 other students in the same period, to meet an overall 1966 goal of 12,000 in secondary schools.

The loan will finance U.S. and East African costs of equipment, material and services. U.S. commodities will be procurred through local suppliers on a competitive bid basis. Construction contracts will be open to bids from U.S. and local contractors.

BANANA MONOPOLY HIT

A bill for the abolition of the banana monopoly has been introduced in the Italian Parliament. The monopoly was established in 1936 to provide a stable market for bananas produced in Italy's African colonies. Bananas may be imported only by the state monopoly and are distributed through a network of franchised wholesalers and retailers.

Firm tells agents how to get more U.S. agencies

Keep local U.S. commercial officer informed, is advice of international organization

Recently the American Ambassador to Switzerland, Robert M. McKinney, spoke to the American Club of Zurich, discussing among other subjects, the services available to U.S. businessmen at every American Embassy. Mr. M. P. Renaud, local manager of the International Development Company of National Distillers and Chemical Corporation S.A., found the talk so instructive that he disseminated the highlights of the Ambassador's talk to his company's worldwide network of agents.

Published in their "Export Bulletin No. 73," the hints on "How to Capture Additional U.S. Agencies," may be of interest to other U.S. companies with agents scattered around the world.

Bulletin

Many of our agents are constantly on the lookout for new lines to add to their profitability. This can be left to chance or just happen. But how many of you have made a concerted effort to actually go after and capture new lines?

We thought it would be of help to some of you to know what assistance you can expect from your local U.S. Embassy or U.S. Consulate. Foreign service officials in these U.S. missions cannot do the job for you, but they will always be glad to help in their specialized fields. This is what is reviewed below.

It is estimated that 100,000 American firms might become "exporters," but that only 400 carry the main load of the U.S. export business (of which U.S. Industrial is one!) If you try to capture some of these agencies now while other firms are not yet "export-minded," you will be in the driver's seat a few years from now. But this requires that you take the initiative!

Services offered

A. Trade List

This list gives names of local firms in your country engaged in a particular line of business (such as chemical importers and dealers, etc.). It gives brief information regarding size of firm, nature of business, address, etc. It is frequently consulted by "potential exporters" in the U.S.A. prior to going on a "first" trip to a new market.

Make sure that your firm's entry is complete, up-to-date, and accurate.

B. World Trade Directory

The W.T.D. gives basic information on individual firms (including activities, capitalization, trade references). Here again, it is of the utmost importance that you supply the local U.S. Commercial Attaché with useful information on your company (financial reports, brochures describing lines represented, etc.).

C. Card File

This file lists local representatives of American firms and American firms represented in your country. Make sure your entry is up-to-date.

D. Commercial Library

Most Embassies and Consulates have an extensive collection of American directories, catalogues, trade periodicals, house organs, and other material that serve to provide information on products and potential suppliers. If you want to know who produces a particular product in the United States, you can do your own research right there. In other cases, the Commercial Officer might be able to help. Don't hesitate to give your own catalogues to this library.

E. International Commerce

This magazine is published by the U.S. Department of Commerce. It will accept notices of firms who want to become agents for American companies. (Editor's note: Must be forwarded through Embassy or Consulate. Do not send directly to magazine.)

French telecommunications market gives U.S. excellent export chances

American 1962 sales rose both in value and share of market; market strongest for telephotographic, carrier current goods

The French telecommunications industry is in a rapidly expanding phase, and highly specialized American equipment not currently produced in France has good prospects of participating in this fast-growing market.

Development of French telecommunications is prescribed in the French Government's Fourth Plan for Economic and Social Development, which covers 1963 through 1965. The Plan includes provisions for more automatic interurban connections, greater capacity for carrying telecommunications traffic, both national and international, as well as an increase in the number of telephones installed. The teleprinter system is to be expanded, and a considerable sum will be invested in expansion and modernization of urban underground networks and interurban lines.

French manufacturers of telecommunications equipment are also participating in the general expansion. Industry sources consider the production capacity of the French industry sufficient to cover most French needs. Nevertheless, France's imports of telecommunications equipment rose to $5.5 million in 1962, an increase of 53% over the previous year.

American products accounted for 34% of this total increase, as imports from the U.S. rose both in terms of total value and share of the market. U.S. sales jumped nearly 120% to $1.2 million in 1962, and the American share of total imports rose from 16% to 22%.

Principal items supplied by the U.S. are equipment for belinogrammes for telephotography, equipment using carrier current and electric signalling equipment. While the latter underwent a minor decline of less than 3%, supply of the first 2 types of equipment soared 1,472% and 937% respectively.

With the exception of equipment not yet produced in France, the French Ministry of Post and Telecommunications purchases only apparatus of French manufacture. However, even with this procurement policy being followed by the Government, French imports in this sector greatly increased in 1962, as did imports from the U.S.

ROME IN LONDON

A new display center for Italian goods, sponsored by the Italian Minister for Foreign Trade and the Italian Embassy in London, and under the direction of the Italian Institute for Foreign Trade, has opened at 25 Old Burlington Street, London, W.1. (off Saville Row).

Seven organizations honored for efforts in pushing U.S. exports; win 'E' awards

Bank credits, sales of commercial goods and services, agricultural products, alcoholic beverages, machine tools help expansion program

A mid-July round of "E" award ceremonies brought recognition to a U.S. manufacturer and supplier of many industrial and commercial goods and services, as well as to banks and to producers of machine tools, agricultural products and distilled alcoholic beverages.

President Kennedy's export honors were shared by organizations from Springfield, Vt., to Springfield, Mo., and from Pittsburgh to San Francisco.

✔ Bryant Chucking Grinder Co. of Springfield, Vt.—cited on July 19th in Springfield—has developed export sales through meticulous attention to the individual requirements of each potential customer. This has involved selling, engineering support, product installation, training of maintenance personnel and imaginative financial assistance. As a result, exports have shown encouraging growth.

In addition, Bryant and other companies in the area decided to improve communications with their customers by providing their own planes and combining their resources for flying and maintaining them.

✔ James B. Beam Distilling Co. of Chicago, Ill.—July 17 in Washington, D.C.—realized export growth by exhibiting in international trade fairs, developing a growing foreign resident distributor program and originating an imaginative promotional policy. Products were introduced into 34 countries, with export sales nearly quadrupling in 4 years.

✔ Koppers Co., Inc., Pittsburgh, Pa.—July 17 in Washington, D.C. Operates a worldwide marketing, manufacturing, engineering, construction and investment company serving more than 40 industries in 51 countries. Through its capacity as a middle-man, the company has stimulated over 200 smaller U.S. firms to enter the export field independently. Koppers has achieved export sales by the millions of dollars.

✔ Lipscomb Grain and Seed Co., Springfield, Mo.—July 15 in Springfield. Helped the U.S. increase exports of animal feed concentrates by opening new markets in Asia and South America stemming from special customer services and technical assistance in the use of its products. Firm also sends business proposals into underdeveloped countries and also to trade missions.

✔ National Bank of Detroit—July 22 in Detroit, Mich. Has made a significant contribution, through increasing its lines of credit to foreign banks and firms, in helping ease the sale abroad of U.S. equipment and merchandise, as well as agricultural products. It continually assists Michigan firms interested in exporting or in securing foreign names for licensing agreements and representations.

✔ Crocker-Anglo National Bank, San Francisco, Calif.—July 24 in San Francisco. Has benefited the U.S. exporter and the U.S. export promotion drive by extending credit to its correspondent banks overseas. The bank also has a "Trade Leads" department, designed to help exporters find new outlets for their products. In addition, it actively supports the lending agencies with which commercial banks may collaborate.

✔ Colorado Wheat Administrative Committee, Denver, Colo.—July 29 in Denver. For aggressive promotional activities in expanding the export of U.S. wheat to Japan, by providing leadership and initiative in the assembly and shipment of trial cargoes and by actively encouraging and supporting the grain trade and others in overcoming obstacles to wheat market development in Japan.

Latin import debt to U.S. dropped again in June

The outstanding draft indebtedness of Latin American importers to U.S. suppliers decreased in June for the second consecutive month, according to the Federal Reserve Bank of New York's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $29.9 million of new drafts on Latin American importers during June, while $33.2 million of drafts were paid. Accordingly, total drafts outstanding decreased by $3.3 million to $217.7 million at the month's end.

Importers in Argentina and Panama reduced their outstanding indebtedness by $1.1 million to $23.6 million, and by $1.4 million to $5.4 million, respectively.

New Koppers smelter uses raw materials others reject

First commercial Strategic-Udy smelter opened in Venezuela

The world's first commercial Strategic-Udy smelter has been constructed by a U.S. firm, the Pittsburgh-based Koppers Company, in Matanzas, Venezuela.

The Strategic-Udy process offers distinct advantages at the Orinoco River Plant, it is reported, in that it permits the use of domestic Venezuelan coal (rather than the imported coke required by the other conventional smelting furnaces at the plant) and can employ iron ore "fines" which are screened out during the preparation of the lump ore feed for the conventional furnaces. Also, the Udy facility is expected to effect substantial savings in electric power consumption.

The rated capacity of the converted Strategic-Udy furnace, with the addition of a prereduction kiln, is approximately double that of the conventional furnace it replaced.

Offers promise

Koppers says the Strategic-Udy process offers great promise to newly developing countries throughout the world, especially those nations seeking to provide a base for their industrialization program through the creation of an integrated iron and steel industry.

The process is especially important in those areas of the world:

- where coking coal is not available (the Udy process can use low grade coal, lignite, and other sources of carbon)
- where pig iron requirements are less than the minimum considered practical for the economical operation of a blast furnace (Strategic-Udy units can be built to operate efficiently in capacities as low as 200 tons per day)
- where an adequate supply of electric power is readily available.

The Strategic-Udy process can be used to smelt a wide variety of iron ores, including complex or low grade ores. In addition, iron ore "fines," not usable without agglomeration in any conventional smelting process, are ideal for use in the Udy process.

New travel booklet 'Directions USA' aids visitors to U.S.

Will be printed in 8 languages, distributed in 43 countries

"Directions USA," a new 80-page information guide which could be aptly titled "What Every International Visitor Should Know For Travel in the United States," has just been published by the Commerce Department's U.S. Travel Service.

The booklet is not available for distribution in the United States.

The booklet gives detailed information on getting to the U.S. and what to do after arrival. Such items as travel formalities, shopping, tipping, accommodations, eating, entertainment, and museums are clearly explained. The entire contents of the fact book are based on questions most often found to concern potential business and pleasure visitors to the U.S. Suggestions for the text were solicited from all segments of the U.S. travel industry, the Federal Government and USTS offices abroad.

USTS soon will begin distributing "Directions USA" in 8 languages throughout the 43 countries served by the agency's offices in London, Paris, Frankfurt, Rome, Mexico City, Bogota, Sao Paulo, Sydney and Tokyo.

Maps in the booklet show distances between major U.S. cities and average maximum and minimum temperatures for each city. Two charts make it easy for the visitor to convert miles to kilometers and Fahrenheit to centigrade.

A special page on money is illustrated with photographs of U.S. coins and bills. Another page for shoppers explains the differences between U.S. and European measurements of sizes for men's, women's and children's clothing. Typical prices are also listed for transportation, theater tickets, laundry, gasoline, lodging, postage, and telephone service.

The illustrated, two-color booklet includes a listing of museum locations, state tourist promotion offices, and symphony orchestras.

The booklet fills the long-standing need for an all-purpose information guide to travel within the U.S. The international visitor will now have a handy, pocket-sized fact book to carry with him and to refer to during his travels.

Chicago paper exports Little Orphan Annie

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

LONDON—The pageant unfolds, resolutely past—kings, generals, ministers and the men and women who people the kingdom. The wide picture window of the press box is almost the reviewing stand as inquisitive observers witness history grinding grimly forward.

Arthur Veysey, chief of the Chicago Tribune's London bureau, is an effervescent, boyish appearing correspondent, capable and droll, quick of eye and sharp of ear. Sent to London in 1946 on a temporary assignment after service in the Pacific during World War II (he was the first reporter to enter Tokyo, living in the Imperial Hotel 3 days before the Armistice), the "temporary" duty has stretched 17 years.

At luncheon at a Soho restaurant recently, in incisive, enthusiastic fashion, marked by drive and thrust, Veysey made perceptive observations about United States business, reminiscing over his latest trip through Africa and expressing serious doubts that the trend toward lower tariffs would continue.

Veysey also declared a few Chicago companies with new products, concepts and engineering have helped to change the world more than governments.

"These are International Harvester, Western Electric, Armour, John Deere, Caterpillar (Tribune correspondents consider virtually everything from Memphis to the Canadian border as Chicagoland). Twenty or twenty-five industrial firms have altered our lives more than legislation and wars."

"The EEC instead of opening world trade may restrict it," he said, "if events turn up to warrant protecting their own industries. In the beginning everyone thought the Common Market was like moving out of a nightmare into a rhapsody, but lately there are reservations.

"When business drops off a bit, tremendous pressures are placed on governments to restrict imports. It is short-sighted, wrong, but natural. There is strong talk here now of helping British business by action to keep out foreign competition," said the distinguished and widely travelled Chicago correspondent.

"The common market should have lowered duties faster when everything was topside. They've accomplished 50 percent, but the next half will be rough. And agriculture is just now appearing as the real serious problem that it is.

"The only time governments can easily reduce tariffs is when business is roaring. Let a little recession come along and every one of the inner six and outer seven will want special barriers for particular cases. Tariffs are as risky and difficult to handle as mercury."

Veysey covers a beat that includes all of Africa, the British Islands and a lot of Europe. "I like my job," he grins. "It's a wonderful feeling to want to go to work. If I didn't get paid, if I could afford it, I'd pay to do it."

A dozen years ago, the first time we met Art Veysey and his wife (in the newspaper business she is known as Gwen Morgan) we went to see a British musical revue that poked fun at the United States. The show dealt with American tourists wearing loud suits and sports clothes and throwing away dollar bills. Things like that.

The Veyseys sat stoically silent, for although they are the proprietors of the fastest wit and humor east of Goodman Ace, they are as American as the Tribune, which means reciting the oath of allegiance instead of grace before meals, and see nothing funny in caricatures of their homeland.

"The Tribune does its part in export expansion, too," Veysey grinned. "Tribune comics are sold to newspapers throughout the world, and while this may not realign the balance of payments, Dick Tracy and Little Orphan Annie earn dollars abroad every morning."

Household goods, hardware show to be held in Cologne; Trade Information Booth scheduled

U.S. manufacturers invited to send in Business Proposals; European demand for consumer goods expected to increase

The U.S. Consulate General at Duesseldorf will operate a Trade Information Booth (TIB) at the 1964 International Household Goods and Hardware Fair, Feb. 20-23, in Cologne, Germany.

This will offer an opportunity for U.S. manufacturers and exporters of household goods and hardware items to establish or expand sales of their products abroad, since the demand for consumer goods in Western Europe is expected to continue to expand.

There were 55,700 commercial buyers at the 1963 Spring Household Goods & Hardware Fair, 8,140 of whom were from 52 countries. The majority of the foreign buyers came from Austria, Belgium, Denmark, France, Great Britain, Luxembourg, The Netherlands, and Switzerland.

Buyers at the fair are, reportedly, becoming increasingly interested in quality, design, and price. Products of principal interest to Fair visitors at the 1963 Spring Show included improved models of automatic stoves, electric heaters, dishwashers and deep freezers for private use, power and do-it-yourself tools, as well as a wide variety of colorful enamel and plastic household goods.

Send Business Proposals

Firms are invited to send their Business Proposals for use at the 1964 Fair TIB. These proposals will be printed in German in summary form, without identification or address, in a booklet which will be distributed by U.S. Commercial Offices throughout West Germany before the opening of the Fair.

Identification will be revealed only to appropriate firms after consultation at the Trade Information Booth in regard to a specific Business Proposal. U.S. firms will be provided the names of those European firms interested in their proposals so rapid follow-up action can be taken.

To make use of the Business Proposal Service, please answer the questions below and submit with two copies to the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Please indicate interest in the Household Goods & Hardware Spring Show.

- ✶ What product do you wish to sell or offer?
- ✶ Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- ✶ Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- ✶ Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- ✶ What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, catalogs and price lists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations. Do not send more than 25 pieces of descriptive literature. Business Proposals and literature must be received in Washington by Sept. 9.

Need trade publications

Publishers of trade journals are requested to send the U.S. Consulate General at Duesseldorf as many copies of their publications as possible for use in the TIB. Trade publications exhibited through the facilities of the TIB will stimulate interest in U.S. goods advertised there, as well as in the publications themselves. Packages of publications should be sent as soon as possible to "The U.S. Consulate General, Duesseldorf, Germany, attention: Commercial Officer" and marked internally, "For use at the Spring Household Goods and Hardware Fair."

France good place to sell outdoor sports equipment

5 million engage in recreation in spare time; trade fair set

Approximately 5 million people in France spend their weekends and summer vacations camping and fishing or in other outdoor recreational activities.

U.S. firms, says the U.S. Embassy in Paris, could therefore benefit by mounting an exhibit in the International Camping and Fishing Show this fall. The show will be held Oct. 26-29 at the C.N.I.T. building at the Rond Point de la Defense (in the western suburbs of Paris).

The annual fair is open to U.S. participation, either directly or though a local agent. Included this year will be equipment for outdoor sports, such as gymnasium activities, fencing and boxing, fishing, tennis, table tennis, skiing, children's outdoor games, and the following camping equipment: tents, utensils, insulators and stoves. Garden furniture and beach equipment will also be included.

The Embassy in Paris reports that U.S. manufacturers have developed new ideas "which could find an easy market here, especially with regard to house trailers and kitchen utensils, including picnic sets and insulators."

In addition, the Embassy believes, outdoor games offer a large range of opportunities, principally bowling, golf and fishing equipment, luggage designed to carry sports accessories, sportswear, games for kindergarten, garden furniture.

FUR SHOW IN PARIS

The 5th Fur Industries Show will be held in Paris April 16-20, 1964. The 4th fair, held last April 5-9, was visited by 2,000 buyers, including 175 foreign visitors from 19 countries.

U.S. businessmen urged to avoid Leipzig Fair

The U.S. Government is continuing its policy of discouraging U.S. business, including foreign subsidiaries and affiliates, from participating in, or attending, the annual trade fair in Leipzig, East Germany.

This has been announced by the Bureau of International Commerce, U.S. Department of Commerce. The Fair is scheduled to be held in September.

Applications for licenses to export commodities for exhibit or use at the Leipzig Fair will be disapproved by the Bureau's Office of Export Control.

In addition, requests for authorization to re-export U.S.-origin commodities for exhibition or use at the Fair will be rejected.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

French women becoming acquainted with ready-to-wear apparel from U.S.

U.S. companies can sell clothing in France, reports Embassy; direct sales effort needed; trade show scheduled this fall

U.S. ready-to-wear garments are beginning to be known in France because of special sales efforts which several large department stores and a few specialized retail stores are making.

That's the problem, however, says the U.S. Embassy in Paris. Only large organizations can afford to send buyers to the U.S. to make selections.

French importers or retailers, therefore, don't have as good an understanding of what U.S. manufacturers can offer as they could have. The answer, says the Embassy, is simple: U.S. firms should take their products to France.

"Now is the time," the Embassy believes, "for U.S. manufacturers to introduce their garments, especially as American styles are being advertised in French fashion magazines as 'young and sportslike.'"

The chance to do this comes this fall during the 6th International Show of Women's Ready-to-Wear. The November 10-18 show provides a good opportunity for U.S. firms to combine the most typical women's and teenagers' garments.

A French commission merchant who specializes in women's garments said prices of U.S. ladies' garments recently displayed by one of the largest Paris department stores were competitive with comparable French products.

The merchant also said French women are prepared to pay somewhat higher prices for imported garments, particularly if they are "different" from those which they usually see.

For example, he said, they currently buy Italian knitted wear and shoes at much higher prices than those for similar French products.

Attendance at the 5th International Show of Women's Ready-to-Wear Apparel, held April 27-May 6, totaled 5,000 buyers.

Display of ready-made clothing planned for Turin; U.S. manufacturers invited

Business at last two shows reaches combined total of $16 million; wash-and-wear items are becoming 'increasingly popular' in Italy

The 17th International Exhibition of Ready-Made Clothing (SAMIA) will be held in Turin, Italy, Oct. 11-16.

Participation is restricted to manufacturers of ready-made clothing for men, ladies and children, sports and working apparel, knitted wear and underwear, bathing suits, hosiery, accessories for ready-made clothes, and such items as lay figures, window and shop fixtures and hangers.

The SAMIA management reported recently that business conducted at the 15th and 16th shows reached an estimated $6.5 million and $9.6 million, respectively. The event is held each spring and autumn in Turin.

Few U.S. exhibitors have taken part in these shows. The U.S. Consulate in Turin believes, however, that the exhibit could be an "effective market" for U.S. manufacturers of ready-made clothing. This market, relatively new but steadily increasing, now accounts for some 35-40% of the Italian market.

Wash-and-wear items are becoming "increasingly popular in Italy," the Consulate says, "and would appear to offer a potential market for U.S. manufacturers in this line."

The SAMIA held last March drew 5,072 Italian and 607 foreign buyers; 226 firms, 39 from outside Italy, participated. The show held last fall attracted 5,300 buyers, 800 of them from foreign countries; 15 of the 207 firms were from abroad.

Sales total over $10,000 at exhibition in Poznan

Sales totaled slightly over $10,000 at the U.S. exhibit during the 32nd Poznan International Fair last June.

Commercial sales consisted mostly of musical instruments, fishing gear, lawn furniture, sprayer pump, electric tools, and stencil machine. A possibility of collateral sales of U.S. products amounting to $250,000 was indicated.

Estimated attendance at the June 9-23 event was 450,000. No U.S. firms established agencies in Poland while at the fair.

PADOVA FAIR

The 42nd International Trade Fair of Padova will be held May 31-June 13, 1964, the U.S. Consulate in Venice has reported. Additional information will be available later. Attendance at the 1963 show totaled 1,135,382. Forty U.S. firms participated through their Italian agents. Participation by U.S. firms at the event next spring is recommended.

The close look

Japanese buyers of automobile maintenance equipment took a close look at the merchandise exhibited by 32 U.S. firms at the U.S. Trade Center in Tokyo from July 9th to 26th. That they liked what they saw was evidenced by the orders and inquiries recorded.

More than 300 products made in the United States were displayed to the several thousand buyers invited to the Trade Center. The exhibit was recognized as a major effort on the part of American manufacturers to enter the rich Japanese market.

Local agents of the U.S. firms manned the booths of the 32 exhibitors and provided technical information as required. Home office representatives from 10 firms were also present for the export promotion effort.

Observers were surprised at the interest demonstrated by Japanese buyers in automobile air conditioners, while mechanics praised the quality of U.S.-made tools. Everything from car waxes to testing equipment was displayed and sold.

Pushing U.S. exports

Selling U.S. products abroad is a 'round-the-calendar' job

U.S. manufacturers have their goods displayed and promoted throughout the world as the result of the daily activities of the Bureau of International Commerce, the exporter's calendar published below shows.

Displays at U.S. Trade Fairs overseas, exhibits in the U.S. Trade Centers permanently located in principal foreign trade markets, and the activities of traveling Trade Missions are pushing the export expansion drive in every corner of the world where buyers can be reached.

Trade Centers limit their exhibits to specific product lines and advertise their showing widely among potential overseas buyers.

Commercial Trade Fairs are sponsored in areas that a trade survey indicates presents a good potential market, and are widely advertised locally.

Inter-agency Trade Fairs are often held in developing or Soviet bloc countries, and must conform strictly to the Fair theme.

U.S. Trade Missions carry with them specific business proposals and Mission members attempt to establish a direct contact with interested foreign firms. Mission reports are published in this magazine.

Inquiries about any of the activities may be addressed to a local Department of Commerce Field Office, or directly to the Department of Commerce, Attention, Bureau of International Commerce, Trade Fair or Trade Center Division, Washington, D.C., 20230.

Dates for exporters

August 10 (ending date)—SYDNEY—International Trade Fair (Commercial)*

August 18 (ending date)—RIO DE JANEIRO—U.S. National Exhibition (Inter-Agency)

Aug. 20 - Sept. 20—IZMIR—International Trade Fair (Inter-Agency)

Aug. 21 - Sept. 6—FRANKFURT Trade Center—Housewares

Aug. 28 - Sept. 8—STOCKHOLM—St. Erik's Fair (Commercial)

Aug. 31 - Sept. 22—TAMATAVE—U.S. National Exhibition (Inter-Agency)

Sept. 1 - 22—THESSALONIKA—International Trade Fair (Inter-Agency)

Sept. 7 - 22—ZAGREB—International Trade Fair (Inter-Agency)*

Sept. 8 - 22—BRNO—International Trade Fair (Inter-Agency)*

Sept. 9 - 20—TOKYO Trade Center—Agriculture Show (USDA)

Sept. 10 - 23—BARI—International Levante Fair (Commercial)*

Sept. 11 - Oct. 11—BANGKOK Trade Center—Boat and Water Equipment (locally produced)

Sept. 24 - Oct. 4—LONDON Trade Center—Outdoor Sporting Equipment

Sept. 27 - Oct. 3—STOCKHOLM—Technical Fair (Commercial)

Sept. 28 - Oct. 12—MOGADISCIO—U.S. National Exhibition (Inter-Agency)

Oct. 1 - 18—TOKYO Trade Center—Photography in Science, Industry, and Education*

Oct. 5 - Nov. 9—MALAYSIA-HONG KONG—Trade Mission

Oct. 11 - Nov. 8—LONDON Trade Center—Agriculture Show (USDA)

Oct. 12 - 27—BERLIN—German Industries Exhibition (Inter-Agency)*

Oct. 12 - Nov. 16—SWITZERLAND-AUSTRIA—Trade Mission

Oct. 16 - Nov. 1—FRANKFURT Trade Center—Outdoor Sporting Equipment

Oct. 18 - Nov. 3—TUNIS—International Trade Fair (Inter-Agency)

Oct. 26 - Nov. 10—LIMA—Third Pacific International Trade Fair (Inter-Agency)*

Oct. 26 - Nov. 30—KENYA-TANGANYIKA-UGANDA-ZANZIBAR—Trade Mission

Nov. 3 - 7—DUESSELDORF—Ladies' Outer Garment Sales & Fashion Week (Commercial)

Nov. 13 - Dec. 6—BANGKOK Trade Center—Portable Power Tools for Light Industry*

Nov. 19 - Dec. 6—TOKYO Trade Center—Advanced Medical Equipment Show*

Nov. 26 - Dec. 6—FRANKFURT Trade Center—Commercial Laundry and Dry Cleaning Equipment

Nov. 26 - Dec. 6—LONDON Trade Center—Advanced Electronic Components

January - '64—MONROVIA—U.S. National Exhibition (Inter-Agency) (Tentative)

Jan. 14 - 24 - '64—FRANKFURT Trade Center—Advanced Electronic Components

Jan. 21 - 31 - '64—LONDON Trade Center—Institutional Catering Equipment

Jan. 21 - Feb. 7 - '64—TOKYO Trade Center—Small Business Machines

Feb. 5 - March 6 - '64—BANGKOK Trade Center—Auto Truck and Accessories

Feb. 26 - March 27 - '64—TOKYO Trade Center—Agriculture Show (USDA)

March 9 - 19 - '64—UTRECHT—Royal Netherlands Fair (Commercial)

April 14 - May 1 - '64—TOKYO Trade Center—Food Processing Equipment

* **Fully booked**

Harsh winter slows French growth rate, but U.S. products retain strong market appeal

U.S. firms pleased by buyers' response to Lyon Fair exhibits; strike-induced wage increases boost consumer buying power; reduced "added value tax" should help American exporters

While the pace of French industrial production and the overall economy slowed down somewhat early in 1963, France continues to provide a good market for American goods.

Industrial production during the first quarter was only slightly above last year's level. Fears of inflation, which had arisen in the face of rising prices and wage pressures, diminished. The French National Institute of Statistics believes that deflationary factors—such as the reduction of foreign trade surpluses, the progressive easing of the labor market situation, and the limitations imposed on credit—are growing stronger and that there is less cause to expect an accelerated rise in prices in the coming months.

Wage rates in private industry rose by a little less than 2% in the first quarter, compared with 2.5% in the previous quarter and 9.9% in 1962 as a whole. In the public and nationalized sectors of the economy, wage increases up to 8.2% were granted in March, following a 35-day strike in the mines and a series of work stoppages in other public and nationalized industries and services.

Trade balance deteriorates

Partly reflecting increased imports of agricultural products, France's foreign trade balance deteriorated slightly in the first quarter. Imports from outside the franc zone totaled $1,568 million, a 10.6% gain over the comparable period of 1962. Exports rose only 4.8%, to $1,493 million.

No significant change occurred in the pattern and volume of trade with the U.S. Imports from the U.S. amounted to $208 million, compared to $195 million in the previous quarter and $214 million in the first quarter of 1962. French exports to the U.S. declined to $91 million, compared to $100 million and $117 million, respectively. However, France's net receipts from American tourists generally exceed the net deficit from the exchange of goods.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

U.S. investment

The rate of investment in France, on the whole, continues to slow down. The pronounced downward trend of new orders which developed in the second half of 1962 continued during the first quarter of 1963. A survey carried out by the National Institute of Statistics in March confirms that the investment plans of private industrial enterprises will hardly be equal to those realized in 1962.

The largest American investment made in France during the quarter was the Chrysler Corporation's acquisition of majority control of the Simca Automobile Company. U.S. investment in France is now increasing at an annual rate of about $100 million, or 5% of total new investment in that country. The criticism against U.S. investments, which had arisen in connection with layoffs by the French subsidiaries of 2 American companies, has practically ceased. However, the French Government stated it would maintain a policy of "selective vigilance," to prevent foreign capital from dominating any geographical region or economic sector.

A reduction of the "added value tax" (TVA), which took effect in February, should be of interest to American exporters. All electrical household appliances are now subject to a uniform TVA of 25% of duty-paid value, while the TVA was lowered to 20% for costume jewelry, frames, toys and games, camping accessories, pleasure boats, fishing articles, and articles for flower decorations.

Fair pays off

The U.S. Government-sponsored commercial exhibition at the International Fair of Lyon, March 31 to April 8, was visited by almost 500,000 persons. Prior fair exhibits sponsored by our Government have been used primarily to reflect the Americain way of life. The Lyon effort was the first in France to have as its primary goal the stimulation of U.S. exports and the development of wider channels for the representation abroad of American firms.

As a group, the 52 American exhibitors who participated received a response from commercial buyers that was beyond their expectations, even though advance market surveys had indicated high acceptability in France for most of the products exhibited. Estimates by the Exhibit Manager indicate that direct sales by American firms reached almost $1 million, while his estimate of the additional impetus given by the Fair to American exports is over $4.5 million.

Early in the year, the French economy was affected by a bitter cold wave and strikes in the nationalized and public sector. As a result, production was curtailed, and imports increased. Largely because of scarcities induced by the cold wave, the prices of food, particularly vegetables, soared, and special imports were authorized to alleviate the shortages and keep prices down. The weather also halted many construction and public works projects for 2 months, thereby limiting increases in national production during January and February. In March, strikes in the coal mines and natural gas facilities reduced production to a point 5% below the February level and necessitated greatly increased imports of energy sources and foods.

The wage settlements which ended the strikes in April added an estimated $96 million to the costs of the nationalized

industries. The Government directed that these industries absorb as much of the increase as possible by making economies elsewhere. To obtain additional revenue toward financing the wage increases, in May the Government increased electricity rates 7%, railway passenger fares 11.6%, and railway freight rates 3.45%.

Credit policy

The beneficiaries of the wage increases are likely to spend most of their additional take-home pay, thereby reinforcing demand. In an effort to contain further price rises, the Government suspended or reduced import duties on some foodstuffs from other Common Market countries. It also adopted a series of measures to tighten credit and encourage long-term investment.

During and immediately following the unusually severe winter, construction of all types was crippled and transportation suffered major dislocations. Increased spending for food and heat in January and February is believed to have diverted purchasing power from consumer goods. New orders for machinery declined sharply. Imports increased faster than exports. As a result of the coal strike, a few industries exhausted their energy supplies or, in the case of some chemical plants, their basic raw materials, and had to shut down temporarily. Indicators for April and May, however, show that the country's basically healthy industry had begun to move forward again.

Steel production cut

French steel producers, along with other European Coal and Steel Community (ECSC) producers, have cut back their production in line with recommendations of the ECSC High Authority to adjust supply to persistently slack demand. France's first quarter steel output of 4.3 million metric tons represented a slight decline from the preceding quarter, but was about the same as output during the corresponding quarter of 1962. High-grade steel and steel-alloy production improved, at least temporarily, after a serious slow-down during 1962.

The steel industry, which is now 2 million tons behind the capacity objectives of the French Government's Fourth Plan for Economic and Social Development, has again revised its investment plans in the light of dwindling export sales. Instead of expanding its ingot capacity, it will now place immediate emphasis on modernization and increase productivity of its present plants and equipment.

French imports of high-grade steel and steel-alloys from the U.S. have increased in the past few months, although they still consist of marginal quantities. The overall price differential remains highly in favor of French steel.

The rate of expansion in the production and sales of electrical and electronic equipment during the first quarter of 1963 amounted to about 8%, compared with 9.4% for the whole of 1962. The annual rate of expansion set for this industry by the Fourth Plan is slightly over 10%

Electrical household appliances and heavy electrical traction equipment did very well, with both production and sales increasing over 22%. Specialized electronic equipment, electric lamps, radios, television sets, lighting equipment, and small electric motors had quite satisfactory records, production and sales for each category increasing over 10%. On the other hand, output of electric batteries, elevators, radio components, and electro-medical equipment declined. Sales and orders for heavy electrical equipment continued to decline.

Buys U.S. machinery

The backlog of orders now on the books of the machine-tool makers is said to average only about 6 months. Business leaders have been deterred from investing in new machinery due to lower profit margins and general concern that France may be faced with an indefinite period of social strain, with demands for wage increases and other benefits. However, some increase in orders from industries producing consumer goods may develop later in the year.

Machine builders are urging the Government to spur new capital investment by adapting a scheme of faster depreciation write-offs.

About one-third of 1962 machine-tool production was exported, while imports, as they have for several years, satisfied about 40% of domestic French requirements. Although well down the list of machinery and machine-tool suppliers to France in numbers of units, the U.S. occupied second place (far behind West Germany) in sales value delivered during 1962.

Auto industry booming

The boom enjoyed by the automobile industry in 1962 continued into the first quarter of 1963. Near-term prospects are bright, although some downward adjustments may occur later in the year. In the first quarter 450,000 cars were produced, 20% over the first quarter of 1962, the year in which an all-time production record of 1.5 million units was set. Renault is making the best showing, currently accounting for about 40% of total French production. Simca, in which Chrysler now holds majority control, introduced 2 new models. They have encountered good customer acceptance and are expected to strengthen significantly Simca's position in the French auto industry.

Foreign sales slow

Sales of foreign cars on the French market have not advanced as fast as anticipated, stabilizing at an average of 11,000 units a month, mostly of British or continental European manufacture.

Truck production expanded sharply in the first quarter. The 1962 liberalization of truck imports has not had the unfavorable competitive effect originally foreseen by French truck producers. Truck shipments from the U.S. declined.

Aircraft exports in 1962 totaled $300 million, a drop from $347 million a year earlier. The U.S., with purchases worth $8 million, was the 7th ranking customer.

Cooperation with British firms in the development of supersonic commercial aircraft will continue regardless of the failure of the British bid to enter the Common Market.

The transportation industry suffered considerably from the hard winter and its aftermath. Physical damage to the highway network was estimated at $100 million. Truckers received special tax benefits to offset losses and as indemnification for keeping idle drivers on the payroll.

Construction lags

In the construction industry, a building rate 20% below the projections of the Fourth Plan is anticipated for 1963, with estimated completions down to less than 250,000 dwelling units. A large, unexpected expenditure on the highway system is foreseen for 1963 to repair the damage suffered by the roads during the past winter.

While the strikes this spring did some damage to consumer spending, these effects are now overcome. A long-term result of the strikes is a generally higher wage level and consequent higher individual purchasing power. This, in conjunction with the further expansion of France's overall economy, makes France a worthwhile market for American exporters, in established lines as well as for newly-introduced items now in the buying range of the French people.

Dutch economy expands despite severe winter; U.S. trade drops

Bad weather and dock strike blamed for 13% fall in U.S. sales; 1st U.S. equipment mission to Netherlands reports favorably

The most severe winter in more than a century checked, but did not seriously retard, the Dutch economy during the early months of 1963, according to the U.S. Embassy in the Hague.

Although transportation and construction were hard hit, overall industrial production fell below normal levels only during January. Exports expanded, despite rising labor costs, which were absorbed by manufacturers with little change in price levels.

Domestic and foreign orders for consumer goods were on the rise, and the number of outstanding orders for capital goods increased. The Government's economic plan for 1963 foresees about a 4½% expansion in the economy, slightly greater than for 1962, based on expectations of strong private demand and a constant, or only slightly reduced, investment rate.

Although total Dutch foreign trade declined slightly in January, upturns in the last 2 months of the quarter resulted in a small gain over the corresponding period of 1962. Imports for the first quarter reached $1,395 million, 1.3% above the same quarter in 1962. Exports during the same period totaled $1,136 million, up 1.6%.

Exports were valued at 81% of imports, the same percentage as in the corresponding period for 1962, but the trade deficit was $2.2 million less than in the first quarter of 1962, as exports rose slightly more than imports.

Netherlands trade with Europe continued to show sharp increases, especially with Italy and France. The Federal Republic of Germany, however, remained by far the largest supplier of imports.

U.S. sales fall

Dutch imports of U.S. goods fell 13% to $150 million, reflecting transportation difficulties created by the severe winter and the U.S. dock strike. This sharp decline went counter to the 1962 trend, when U.S. exports to the Netherlands rose 6%, and the U.S. share of the Dutch market increased to 11.4% from 11.1% in 1961. Dutch exports to the U.S. also suffered—down 6% to $46 million.

The U.S. Department of Commerce inaugurated its Commercial Trade Fair program in the Netherlands with participation in the Utrecht International Trade Fair, which opened March 11. The 30 American firms exhibiting there found their participation worthwhile, and considerable buyer interest was developed.

Spring brought the first visit of a U.S. Trade and Industrial Equipment Mission to the Netherlands. The Mission members, carrying 650 business proposals from American firms, concluded that the market for both U.S. consumer and producer goods could be expanded. Their optimism was engendered in great part by the continuing Dutch labor shortage, which has created a promising market potential for automated machinery and equipment. The Mission considered it very important for American companies seeking Dutch distributors to examine the possibilities for liberalizing their credit policies.

Burundi Report

A detailed report on economic conditions in Burundi in 1962 has been prepared by the American Legation at Usumbura. A copy of that report is available, on a loan basis, from the Bureau of International Commerce, Africa Division (OIRE), Department of Commerce, Washington, D.C. 20230.

Dutch travel agents are showing an increasing interest in the "Visit U.S.A." program. A modest increase in Dutch visitors to the U.S. is expected.

The Dutch money market was characterized by a high degree of liquidity during the first quarter, except for early January. This was due to a rather low level of cash reserve requirements—4% and 5% compared to 6% and 9% for the same period in 1962—and to the Central Bank's acceptance of Treasury paper for a large part of the Government loan subscriptions. Credit expansion remained moderate, notwithstanding suspension of quantitative controls.

A major call on the capital market was an $83 million, 30-year Government loan bearing 4½% interest, which was many times over-subscribed. A loan from the General Pension Fund, on the same terms as the public issue, provided the Treasury with another $83 million, covering about two-thirds of the projected budget deficit. In May, the Government announced another $83 million public bond loan. The Bank of Dutch Municipalities successfully floated a $28-million bond loan during the quarter and announced another one in the same amount. Smaller issues by the cities of Amsterdam and Eindhoven were well received and marked the reappearance of individual municipalities on the bond market after several years' absence.

New U.S. investment projects during the first quarter were almost evenly divided between joint ventures and wholly-owned subsidiaries. Six wholly-owned subsidiaries were formed or bought out by American investors, as against 5 firms established in partnership with Dutch companies.

The most important U.S. investment was in the large cocoa and chocolate firm of Van Houten. W.R. Grace and Co. acquired a controlling interest in this firm, including its subsidiaries in Great Britain, France and the Federal Republic of Germany.

Another U.S. firm, Colebrook Mills, Inc., entered into an unusual joint venture in Italy with their long-time Dutch licensee, N.V. Berghaus. The new firm will produce outer garments in a plant near Florence.

Several mergers took place during the first quarter, reflecting increasing competition within the Common Market. The Royal Netherlands Textile Union, established last year to provide for economic and technical cooperation among its 7 members, recently brought in an 8th company. Its members, who are independent textile manufacturers, now employ over 7,000 workers.

Bike merger

The largest bicycle manufacturer in the Netherlands has announced a merger with a large producer of motorized bicycles. In terms of size and equipment, this new corporation will be one of the largest in its field in Europe.

Two large vegetable oil and mixed feed manufacturers are establishing a jointly-owned company to manage their commercial interests in the blended fodder field.

These mergers, usually limited to marketing arrangements or technical cooperation, do little to alter the basic structure of Dutch industry, yet they should enable the enterprises concerned to meet more

effectively the competition from other Common Market sources.

Natural gas from the Groningen Fields will be supplied to the province of Groningen in the course of this year, and within 4 years will be available throughout the Netherlands for both domestic and commercial uses. A special company, N.V. Gasunie, has been established to distribute this gas, and is making plans for pipelines to connect the Groningen Fields with the existing gas pipeline network at Zwolle, Nijmegen, and Boxtel. The price of gas is to be fixed by the Netherlands Government within the next few months. The Government's price policy will aim to lessen the disruptive effects that large and cheap supplies of this gas might have on other sources of energy, such as the more expensive blast furnace gas produced by the Royal Netherlands Blast Furnaces at Imuiden.

Similar concern has been shown over the position of coal as a future energy source. Frequent requests, especially from labor groups, have been made for governmental assistance to the coal industry.

KLM still losing

KLM continued to have financial difficulties and disclosed that its deficit for 1962 would exceed $19.3 million. This approximates the 1961 deficit of $21.1 million, an indication that the one-year economy effort has not yet produced significant results. After successfully concluding negotiations with Indonesia, the company announced that it would resume services to Djakarta.

Abnormally severe ice and snow conditions seriously hampered road and rail traffic, and frozen canals immobilized barge transport for a prolonged period.

Strong parliamentary opposition developed against the Dutch Government's highly controversial proposal aimed at establishing a commercial television network. When it became apparent that the proposal would be rejected by Parliament, the Government postponed action until after Parliamentary elections and the formation of a new Government.

Labor shortages continue, resulting in renewed interest in recruitment of foreign workers despite some problems regarding their employment. A considerable number of collective agreements were concluded, providing for wage increases. The Government forecasts a total overall wage increase of between 7% and 8% in 1963.

Little damage to crops appears to have occurred from the severe winter. Poultry exports continued at a high level, benefiting from price increases. Pork production and exports also rose.

Libya exports 10 million barrels of oil a month

Libyan exports of crude oil have exceeded optimistic estimates as recent reports from Benghazi revealed that 10.8 million barrels of oil were exported in April, 11.7 million in May, and 10.1 million in June.

According to Libyan Petroleum Commission figures, the rate of drilling activity reached an all-time high during the second quarter this year, with a record 110 wells completed of which 47—also a record figure—were listed as producers. Only 94 producing wells were brought in during 1962, while the first half of 1963 has already seen 88. Special significance is attached to the fact that 5 of the new producing wells were reported as discovery wells in areas where no previous oil deposits had been found.

A summary of the Petroleum Commission's report reveals that as of June 30, 1963, Libya had 790 completed wells, of which 344 produced oil and 2 gas. The tested rate of production was estimated at 488,913 barrels a day.

African explosives plant started in Liberia

Work has begun on West Africa's first explosives and chemicals manufacturing plant near Roberts Field, Liberia. West African Explosives and Chemicals, Ltd., known as EXCHEM, has announced that it has engaged the SENTAB engineering firm of Sweden as general contractors to supervise the construction of the explosives part of the plant.

Access roads to the plant site have already been built and clearing of the site itself is nearing completion.

The second phase of EXCHEM's development is to be the production of industrial, agricultural and household chemicals, both for use in Liberia and for export. Studies are presently underway to determine which of these chemicals should be given production priority.

West African Explosives and Chemicals, Ltd., was granted a concession by the Government of Liberia in 1962. It was founded by the Baird Chemical Corporation of New York and Canadian Industries Limited of Canada, a major manufacturer of explosives and chemicals. Twenty-five per cent of the ownership of the company is reserved for Liberians.

Canada bought and sold more photo products in 1962

Imports rose 20.7%, while exports increased only 6.8%

Canadian imports of photographic products rose 20.7%, while exports were only 6.8% greater in 1962, according to the latest Canadian official figures.

Foreign purchases of photographic goods in 1962 were valued at $53 million (Canadian), compared with $44 million during 1961. (A Canadian dollar equalled $0.9876 in 1961 and $0.9356 in 1962.)

Exports totaled $4.8 million (Canadian) in 1962 and $4.5 million in 1961. Re-exports constituted 23.9% in 1962 and 25% in 1961.

The U.S. remains the principal supplier of photographic products to Canada, 69.3% in 1962. Other suppliers are Belgium, 7.9%; the United Kingdom, 7.1%; Japan, 7%; and West Germany, 4.1%.

The leading export item was photographic film and plates, increasing from $2 million (Canadian) in 1961 to $2.4 million in 1962. Shipments were made principally to the U.S. ($928,068); Republic of South Africa, ($355,448); Mexico, ($295,565); the United Kingdom, ($178,252); and Switzerland, ($156,120).

Exports of photographic equipment and supplies, n.e.s., increased from $255,217 (Canadian) in 1961 to $377,979. The U.S. took most of this trade ($145,192); followed by the United Kingdom ($84,205); and Australia ($53,558).

There was a substantial drop in foreign shipments of camera and projection lenses, from $627,231 (Canadian) in 1961 to $354,242 in 1962. One of the principal reasons for this decline is the 61.5% drop in shipments to Germany.

The other important item was unexposed motion picture film ($298,531), a decrease of 7.1% from 1961. Hong Kong, the principal market, took $196,454, compared with $62,110 in 1961.

Detailed statistics on Canadian foreign trade in photographic products for 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.

Improving trade balance brightens New Zealand's economic picture

1st Trade Mission to U.S. will visit West Coast and Hawaii; breakdown of U.K.-EEC negotiations spurs strong trade growth

Economic conditions in New Zealand were brighter in the first quarter of calendar 1963 than they have been for some time and indications were that the economy would maintain a fairly high level of activity for the remainder of 1963.

Externally, the most important contribution to the brighter economic picture was the performance of New Zealand's agricultural exports in traditional markets. Prices for the 3 major categories of primary produce—wool, meat and dairy products—have held firm and receipts from export sales have surpassed even optimistic predictions.

The level of overseas assets at the end of March was $234.6 million, approximately 50% higher than at the corresponding date in 1962, and equivalent to almost 5 months' payment for annual commodity imports by the private sector or a little over 4 months' payments for annual commodity imports by both private and Government sectors.

Internally, though inflationary pressure continues, inflation appears to be under control, there are still fewer than 1,000 unemployed persons and unemployment is not an issue currently.

The breakdown in British-EEC negotiations has also given the New Zealand economy a lift. The short term effect is the assurance of continued access to the British market for New Zealand primary produce, though Government spokesmen cautioned that the EEC standstill has only provided "breathing space" for New Zealand.

No dramatic change

Despite the improved economic situation, the Government has indicated that it does not intend any dramatic plays in the economic sector to attract votes in the November election. While hinting at the possibility of a small tax cut, the Prime Minister has emphasized that there will be a reduction only if Government finances warrant it.

Indications are that the Government will probably hold the line on import policy and few changes, if any, are anticipated in the current import license schedule which is designed to limit payments for private imports to $700 million, roughly the same level as for the last import year.

Receipts for commodity exports continued to climb during the first 3 months of 1963 and, based on exchange receipts of $911.1 million for commodity exports for the year ending March 1963, commodity export receipts for the first quarter of 1963 were probably about $282 million, 20% higher than for the first quarter of 1962 and constituting a near record for commodity exports for any quarter. For the year ending March 1963, an overall surplus of $81.7 million was recorded in the trading accounts. This represents the largest overall surplus for any of the last 5 fiscal years.

Payments for commodity imports for the fiscal year ending March 1963 were $661.6 million, a drop of 4.7% from the previous fiscal year, and $38.4 million under the stipulated ceiling of $700 million. This lower level was achieved by vigorous licensing control by the Government, to improve the country's trade position and overseas reserves.

Trade promotion efforts

New Zealand is taking advantage of the breakdown in the U.K.-Common Market negotiations to become more active in promoting its export trade. In April, a Trade Mission was sent to Australia and a series of trade surveys have been conducted in the Netherlands, Italy and Greece.

Of more specific interest to U.S. business is the upcoming trade mission to the U.S. West Coast which is the first manufactured goods mission to come to the U.S. from New Zealand. Visits will be made to Seattle, Portland, San Francisco, Los Angeles, and Honolulu in September and October. In June, an "Export Development Conference" was held in Wellington attended by 200 leaders of the New Zealand business community. The main objective of this meeting was to stimulate interest in exporting, especially in those products not now considered as traditional exports.

The third report of the Economic and Monetary Council was released during the first quarter and a fourth report was in preparation. The report, entitled "The Current Economic Situation and Outlook," discussed recent improvements in New Zealand's balance of payments position and noted an expansion of activity throughout the economy.

The report suggested, however, that sustaining a satisfactory rate of growth will continue to be a formidable challenge for New Zealand and that a key bottleneck in the development process will continue to be a chronic shortage of overseas exchange.

The Council suggested that an annual rise in overseas exchange earnings of 4% to 5% per year will be required if New Zealand is to sustain the average growth rate of the last decade.

The report contained a list of 10 concrete recommendations aimed principally at holding down imports, stimulating exports, dampening inflationary pressure and preserving economic stability. The Prime Minister welcomed the Council's report and said that he hoped the Government would be able to adopt "a number" of its recommendations.

U.S.-Norwegian companies plan joint aluminum plant

The Norwegian company Norsk Hydro and Harvey Aluminum, Inc., have registered a jointly owned Norwegian corporation which plans to build a sizable aluminum plant on Karmoy island in West Norway.

Establishment of the Norwegian-American company was the first direct result of a decision made by Parliament last December. Parliament authorized the Norwegian Government to join Norsk Hydro, the country's largest electrochemical concern, in developing the Roldal-Suldal waterways to facilitate the growth of large scale industry in West Norway.

The new company plans to build a $70 million operation. Norsk Hydro owns 51% of the initial capitalization and the American company, from Torrance, California, holds 49%.

Annual capacity will at first be 60,000 tons of aluminum, with eventual expansion of capacity to 100,000 tons. Foreign loans will finance most of the cost.

PLASTIC CAR BODIES

Mass production of plastic car bodies got under way at the ALPA plant at Offanengo, Italy. ALPA produces bodies for the Panhard sports cars. ALPA bodies may also be used by Alfa Romeo for its TZ model and by Lamborghini. The latter will produce Honda automobiles.

Long-term agreement cuts textile imports

June shipments 11% below May; imports 24% below pre-accord level

The U.S. Department of Commerce has disclosed that general imports of all cotton textiles from all sources totaled 83.6 million square yards during June a decrease of 11% from the May level. This is the second consecutive month in which general imports have shown a substantial decline from the level of the previous month.

Imports for the first 9 months of the Long-Term Arrangement (October through June) totaled 849 million square yards, approximately 76% of the level of imports for the preceding 12 months.

The 5 principal suppliers of cotton textiles to the U.S. are Japan, Hong Kong, India, Portugal and the Republic of China (Taiwan). Imports from all but Hong Kong declined in June compared with May. These 5 suppliers accounted for 67% of cotton textile imports during the first 9 months of the Long-Term Arrangement.

Categories 1, 9 and 26 normally account for 40% to 45% of total imports. In categories 1 and 26 the volume of imports in June was greater than in May. Imports of category 9 were lower than in the previous month.

AID, World Bank assist Philippine development

The Agency for International Development (AID) and the World Bank recently loaned the newly-organized Private Development Corporation of the Philippines (PDCP) 27.5 million pesos and $15 million, respectively, to help inaugurate its program of assisting expanding and new industries in the Philippines.

The AID representative expressed pleasure that the U.S. and Philippine Governments were able to render this assistance within the framework of private enterprise. The World Bank spokesman announced that the $15 million credit would be available for import of basic machinery and industrial equipment.

Watch movements

The U.S. Tariff Commission has submitted to the President its annual report, under section 351(d)(1) of the Trade Expansion Act of 1962, on developments in the watch movement trade.

The report presents statistical data and other information with respect to watch movements, with emphasis on developments that have occurred since the Commission's report to the President in July 1962.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Requests should be adressed to the Secretary, U.S. Tariff Commision, 8th and "E" Sts., NW., Washington, D.C. 20436.

AID loan helps Pakistan hire U.S. sewer consultant

A U.S. consulting firm will be retained by the East Pakistan Directorate of Public Health Engineering to help plan and develop a program of water supply and sewage projects in East Pakistan.

A $1.5 million loan authorized by the Agency for International Development will finance these services, which will include making a comprehensive survey of water and sewage problems, recommending management improvements, developing standard specifications for required equipment and materials, design criteria and construction standards and preparing project designs.

The consultants will assist in training Pakistan personnel and also develop standard specifications to encourage local manufacture of material and equipment required for water supply and sewerage installations.

AID loan brings power to 3 Tanganyika towns

Three widely-separated towns in Tanganyika, each with favorable development potential, will get their first supplies of electric power with the help of the Agency for International Development.

A $300,000 loan will assist in financing U.S. procurement of 8 diesel generators and related distribution equipment.

D.C. firm helps manage Cyprus development bank

Management personnel from an American firm will help Cyprus operate a new development bank under a contract with the Agency for International Development.

Porter International Company of Washington, D.C., will send a team of experts to manage the newly established Cyprus Development Bank and to train Cypriot personnel to assume management responsibilities. After the expiration of the 5-year, $842,000 contract, the bank is expected to be able to operate without foreign assistance.

The bank is a mixed public-private venture, with the Cypriot government providing $1.7 million in capital. Shares are being sold in Cyprus, and loans from several European nations may provide the rest of the needed operating capital.

The Government of Cyprus has guaranteed tax-free earnings to private investors during the first years of the bank's operation. The bank itself will provide medium and long-term loans at low interest rates to Cypriot private enterprise.

Bolivian road program gets boost from AID loan

A road program to speed the resettlement of farm families in eastern Bolivia under the Alliance for Progress has been authorized by the Agency for International Development.

The road projects, along with others, will aid the development of Puerto Villarroel on the Mamore River as the main port for a navigation system capable of transporting merchandise from the Santa Cruz area to the northeast Bolivian and Brazilian Amazon region. The loan will be used to pay for U.S. goods and services needed to complete the projects.

Specifically, the AID loan for $7.2 million will help in building a new access road 63 kilometers long, following an existing trail between the Yapacani and Ichilo Rivers, a 572-meter bridge over the Yapacani River, and 4 minor bridges; as well as improving 163.8 kilometers of existing road and relocating 5 kilometers of roadway; and building 4 concrete bridges.

Both projects are scheduled for completion in January, 1966. An expansion of lumbering operations in virgin forest areas is an expected by-product of road extensions.

Guatemala's administrative organization for implementing new income tax law now being established by Government

Measure is first in country's history applying to personal income and Finance Minister voices determination to carry it out fully

The first personal income tax law in Guatemala's history became effective on July 1 under Decree No. 1559 of Nov. 24, 1962.

Implementing regulations apparently have not yet been issued, the U.S. Embassy in Guatemala City reports, but the Government is proceeding to establish an administrative organization for such implementation. Contemplated changes include elimination of a substantial number of exemptions in the present law.

The Minister of Finance emphasizes the Government's determination that all residents shall adhere to the terms of the new Income Tax Law, and that, regardless of later changes, the fundamental nature of the law shall not be changed.

EXAMPLES OF TAX APPLICABLE TO TOTAL TAXABLE INCOME

(U.S. dollars)

Income	*Tax*	*Excess income up to*	*Tax on excess (%)*
1,000.00	50.00	500.00	5¼
5,000.00	295.00	500.00	7¼
10,000.00	713.75	500.00	9¾
25,000.00	2,732.50	1,000.00	17½
100,000.00	22,232.50	25,000.00	32¼
500,000.00	184,982.50		48

Withholding

The withholding provisions of the law are binding on all employers and employees. Amounts withheld from salaries over 150 quetzales ($150) per month must be remitted to the Government within 10 days. A schedule of amounts to be withheld was published by the Direccion General de Impuesto Sobre la Renta (Income Tax Office) on June 28, 1963.

The tax appears to be most onerous on the bachelor with no dependents. The married man with 3 children pays nothing until he has earned at least $77 per week. It is apparent, therefore, that the amounts to be withheld from salaries of persons with modest incomes are very moderate. Employers failing to withhold taxes are liable to incur steep fines and penalties.

The progressive Income Tax Law provides for rates ranging from 5% on incomes of $1,000 to 48% on incomes of more than $500,000. (See table.)

The new Income Tax Law specifically repeals various Governmental decrees, resolutions and presidential decrees relating to taxation, as well as other conflicting laws, including those governing taxation of net profits, insurance companies, interests, dividends, rents, raffles, and lotteries.

An unofficial English translation of this law is available on a 10-day loan basis from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Iran in new trade pacts with 3 of Soviet bloc

Iran has announced the signing of three new annual bilateral trade agreements with Soviet-bloc countries.

Quotas of $30 million (Czechoslovakia), $24 million (Poland), and $23 million (Hungary) have been established.

Principal exports from Iran will be cotton, dried fruits, rice, mineral ores and textiles. Iranian imports include sugar from all three countries, machinery and machine tools from Czechoslovakia and Poland, and iron and steel products from Hungary.

United Kingdom quotas set for fruit, certain cigars

The British Board of Trade has announced that 1963 United Kingdom global quotas for fresh pears, fresh apples, and canned or bottled apples will be the same as last year. This year, however, Japan is also included in the quota area.

These quotas are: fresh pears—560,000 cwt. (7/1/63 to 6/30/64), fresh apples—304,000 cwt. (7/1/63 to 12/31/63), and canned or bottled apples—$2,240,000 (7/1/63 to 6/30/64).

The Board has also announced that the United Kingdom dollar-area quota on cigars for the year ending Dec. 31, 1963, is increased by $28,000 to $112,000. The additional quota is available only for machine-made cigars.

EEC, 18 African states sign second 5-year pact

The European Economic Community (EEC) and 18 African and Malagasy States signed a new 5-year Convention of Association on July 20.

This Convention is the second 5-year agreement providing for economic collaboration between the EEC and the African Associates (AOC's). Major provisions call for preferential tariff treatment leading to eventual free trade between the areas, financial and technical assistance by the EEC to the AOC's and guarantees of rights of establishment and services.

The Convention must be ratified by the parliaments of the signatory states before it enters into force.

Details of the Association Convention appeared in INTERNATIONAL COMMERCE, July 30, 1962, pages 11-14.

JORDAN: COMMUNICATIONS

The Phillips Telephone Co. of The Netherlands is making a study of Jordan's communications system to provide a basis for planning future needs. Tenders, as in the past, will be issued through Crown Agents in London.

EEC Commission submits proposals for strengthening monetary consultations

Proposals to extend the scope and strengthen the procedures of monetary consultation among Common Market member states have been submitted by the EEC (European Economic Community) Commission to the Council of Ministers.

The main feature of the new recommendations is the establishment of a Committee of Governors for the EEC Central Banks. A Budget Policy Committee would also be set up to examine the broad outlines of budget policy and compare member states' budgets before their submission to national parliaments.

Consultations

The proposals call for consultations among member states before changes in the parities of their currencies. The Monetary Committee's mandate would be broadened to require consultations on member states' major decisions in the area of international monetary measures.

EEC Vice-President Robert Marjolin, introducing the proposals at a news conference recently, declared that the independence of the member-country Central Banks should be maintained and in fact could become an important factor in determining Community monetary policy. The European Commission and the Chairman of the EEC Monetary Committee would take part in meetings of the Governors of EEC Central Banks, whose decisions would remain final and could not be preempted or abrogated by the Commission or the Monetary Committee. Mr. Marjolin hoped that the Central Banks Governors' Committee might one day become an EEC "Federal Reserve Board."

Further action

The EEC vice-president indicated that detailed proposals for organizing prior-consultation procedures are to be formulated by the Commission.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Iraq drops all curbs on registration of agencies

Iraq has removed all restrictions on the registration of commercial agencies.

Under an official notification from the Directorate General of Registration and Supervision of Companies (Ministry of Commerce), such agencies will now be registered upon acceptance of applications and after payment of the legal registration fees.

Of particular interest to American firms exporting to Iraq is the decision to abolish the requirements that agencies generally should be granted by manufacturers (rather than by exporting houses), and that agencies for products distributed in Iraq be exclusive.

Nicaragua hikes duties on some plastics and resins

Nicaragua has increased duties on certain synthetic plastic materials and artificial resins in any semi-fabricated form and on placards and electric signs of any kind.

The duties (in U.S. currency per gross kilogram plus ad valorem on cost, insurance, and freight value) on sheets, profiles, strips, tubes and rods of these materials were increased to 30¢ plus 20%, and on bars, blocks, foils, plaques, and slabs to 15¢ plus 10%. All other semi-fabricated forms in this general category are dutiable at 3¢ plus 5%. The duty on placards and electric signs of any kind was increased to 90¢ plus 30%.

Except for the ad valorem duty on sheets, profiles, etc., all duty increases conform to the yet-to-be-ratified Protocol of San Jose of the Central American Common Market agreements.

BELGIUM: COAL IMPORTS

Belgium's coal imports from the United States are expected to rise to 1,775,000 metric tons in 1963. The 1962 total was 923,109 metric tons.

West Germany establishes food quotas

West Germany has established quotas of unannounced size for imports of foodstuffs listed below, as reported by the U.S. Embassy in Bonn.

License applications may be submitted until the quotas are filled, but not later than Dec. 30, 1963. The deadline for customs clearance is Dec. 31, 1963.

Commodity	Country of Purchase and Origin	Requirements
Fruits prepared without sugar	Countries other than Soviet bloc	In containers, other than barrels, with contents weighing less than 5 kilograms—11 pounds. Total weight of contents and container must equal at least 11 pounds.
Cocktail and maraschino cherries	United States and Canada	In glasses with contents not exceeding 8 ounces.
Asparagus cuts and tips	United States, Australia, Japan, Canada, and Peru	Canned asparagus tips are not included under this quota. So-called "visa procedure" applies (import licenses which do not specify Deutsche Mark amounts will be issued; importers present invoices to Foreign Trade Agency which registers and stamps with "visa" so that commodity may be cleared through customs).
Canned apricots and figs	All countries	In containers, weight of contents less than 11 pounds.

Japan outlines broad changes in foreign investment rules

Changes said to aim at liberalizing procedures as country prepares to join OECD; actual effect unknown until implemented

Further details regarding wide-ranging changes in Japan's foreign investment rules (INTERNATIONAL COMMERCE, July 15, p. 21) have now become available in the form of a joint press release by the Japanese Ministries of Finance and International Trade and Industry, the full text of which is given below.

According to the Japanese Government, the changes are designed to liberalize investment procedures as the country prepares to join the Organization for Economic Cooperation and Development (OECD) and undertake the obligations of Article VIII of the International Monetary Fund (IMF) Agreement.

Under the new regulations, all principal and income from foreign investments made after July 1 will be freely remittable in foreign exchange, but such investments will require specific Government approval. Foreign investments calling for yen rather than foreign-exchange payments—including purchases of stock through the market as well as joint ventures and licensing arrangements with Japanese firms—are now prohibited, as is the establishment of branch offices or plants on a yen basis.

Previously, foreigners could invest more or less freely on a yen basis when they were not seeking convertibility into foreign exchange, but investments carrying the Government's guarantee of such convertibility were subject to a restrictive validation procedure. Under the new "examination" procedure, which is described by the Government as being simplier, quicker, and more liberal, direct investments and technical assistance contracts will "in principal be approved unless they are deemed to have conspicuously adverse effects upon [the] national economy." This supposedly makes unnecessary the non-validated channel previously open to foreigners willing to accept yen payments. The extent to which the recent changes actually represent a liberalization of investment controls, however, can be determined only after the new rules have been implemented.

Text of release

The text of the Japanese Government's press release follows:

Following the understanding arrived at the Cabinet Meeting on March 26, 1963, the Government of Japan has so far taken measures to remove the waiting period requirement for repatriation of principal of stocks, to approve the introduction of medium-term foreign currency loans for working funds, and to accelerate the examination of applications for technical assistance contracts.

In order to establish a unified system for the introduction of foreign capital in parallel with the policy towards the liberalization of capital transactions, it has been now decided to abolish the so-called "yen-basis investment system," under which investments in Japan by non-residents have hitherto been freely approved with the condition that earnings and principal thereof will not be remitted abroad. From now on, investments by non-residents in Japanese stocks, branches, etc., will be placed under the examination system and, after passing examination, remittance of principal and earnings thereof will be approved accordingly.

This measure will become effective as from July 1 after necessary revisions of relevant cabinet orders and ministerial ordinances. Steps will also be taken to relax the criteria of examination and to accelerate examination procedures.

An outline of these measures is as follows:

Acquisition of stocks by non-residents—

Non-residents have been free to acquire Japanese stocks on the condition that dividends and principal thereof should not be remitted abroad. This system, so-called "yen basis stock acquisition system," is to be abolished as from July 1, and from then all acquisitions of Japanese stocks by non-residents shall be subject to validation or license according to the Law concerning Foreign Investment or the Foreign Exchange and Foreign Trade Control Law. (In this case, acquisitions through the market of stocks without controlling interest will be automatically validated, as heretofore, by the Bank of Japan).

On the other hand, dividends of the stocks acquired with validation or license mentioned above may be remitted abroad with the verification by the authorized foreign exchange banks, and the principals of such stocks may be remitted abroad with the authorization by the Bank of Japan. In this case, the authorization by the Bank of Japan will be accorded automatically after verifying the authenticity of the application.

Investment by non-residents in their branches, etc., in Japan—

Investments by non-residents in their branches, etc., in Japan have been approved comparatively freely on the condition that their profits and principals should not be remitted abroad. The branches to be established hereafter, however, shall be subject to the procedures mentioned below, and the branches established in accordance with such procedures will be permitted to remit their profits and principals abroad under license given by the Bank of Japan. The license will be accorded automatically after verifying the authenticity of the application.

(a) In case where a non-resident desires to establish a branch or a plant in Japan, he is required to file such fact with the Bank of Japan together with its business program, in addition to the requirement under the regulations of relevant laws and orders.

(b) In case where the branches established following the above-mentioned filing scheme introduce investment, etc., from non-residents for their business activity, they are required to obtain permission of authorities. Such cases shall include; introduction of necessary funds from their main offices abroad, acceptance of guarantee from non-residents for raising necessary funds in Japan, and payment on their behalf from non-residents and etc. (Borrowing from abroad and importing equipments and machines without compensation shall be subject to license as before.)

Treatment of the foreign capital which has been invested in stocks and branches, etc., in Japan under

yen-basis formula—

(a) As for the principals and fruits of the foreign investments in Japanese stocks and branches, etc., in Japan made prior to July 1, policy will be decided before long so as to enable reasonable settlement thereof, paying due considerations to the balanced treatment for the investments to be made under the new measures and to their impact upon our balance of payments position.

(b) In case the branches, etc., which have been established heretofore desire to introduce funds from their overseas main offices, etc., after July 1, they are required to obtain license according to the same procedures described in 2(b) above.

Relaxation of examination criteria and acceleration of examination procedures—

(1) Relaxation of examination criteria

(a) Direct investments such as the establishment of joint venture will in principle be approved unless they are deemed to have conspicuously adverse effects upon our national economy. The examination of the conditions will be carried out with more flexible attitude.

(b) Technical assistance contract applications will, in principle, be approved provided conditions are proper and they have no conspicuously adverse effects on our national economy. The extent of automatic approval will be broadened.

(c) As for the foreign currency loans, the Bank of Japan will be delegated with wider authority to approve the borrowing up to $300,000. Previous authority was limited to an amount not exceeding $100,000.

(2) Acceleration of examination procedures

Applications required to be referred to the Foreign Investment Council will be limited to important ones only, and the authority to grant approval will be broadened with respect to applications with comparatively minor importance, and effort will be made to shorten the examination period possibly to as little as 30 days. Procedures of application and examination will be simplified.

Firms from Europe, Down Under seek U.S. capital and licenses

Want to manufacture shoes, paints, special industrial machinery, food products, chucks, varnishes, voltage meters and generators

European, Australian, and New Zealand firms seek capital and manufacturing licenses from American manufacturers. These foreign firms are interested in producing chucks, food products, shoes, paints, special industrial machinery and varied other products.

Spain—Manufacturer of automotive parts seeks technical assistance from U.S. producer of **concentric scroll chucks.** Parellada y Estragues, S.A., Conchita Supervia 3 al 7 (Las Corts), Apartade 7025, Barcelona 14.

Austria—Producer of edible oils and fats seeks license for the production of **processed foods.** Vereinigte Fettwaren-Industrie, Josef Estermann A.G., 71-73 Volgelweiderstrasse, Wels, Upper Austria.

● The only **meat packing plant** in Austria seeks U.S. capital of $2 million to expand operations and offers in return an equity participation up to 50%. Wiener Fleischwerke GmbH, 131 Baumgasse, Vienna III.

● Shoe manufacturer seeks license for the application of automatic production methods in the manufacture of **leather shoes and boots,** and for the production of **shoes and boots made from PVC materials.** Robert Klima, 15 Grundbachweg, Linz, Upper Austria.

England—Precision engineering company seeks license for **special purpose machinery** or any product requiring precision engineering. U.L.G. Tool Co. Ltd., Ordnance Mill, Ordnance Street, Blackburn, Lancashire.

Austria—Manufacturer seeks license to produce **products incorporating die castings, metal pressings, assembly, and electroplating operations.** Monier C.C. Die Castings Pty. Ltd., P.O. Box 34, Punchbowl, N.S.W.

Belgium—Refinery seeks license to produce products in the fields of **nonpetroleum greases and oils, glues, and paints.** Westbrook Lanolin Co. S.A., 4-6 rue Beribou, Verviers.

Scotland—License or joint venture sought for the production of **engineering products** for oil refineries, oilfield equipment, water supply, pumps, ship building equipment and similar medium to heavy equipment. Wilson Pipe Fittings Ltd., Portland Road Works, Irvine, Ayrshire.

Germany—Manufacturer of transistor amplifiers, various types of **voltage meters, generators, tolerance measuring gauges, measuring instruments for interference elimination,** seeks license to produce similar items to supplement its production. Sadowski & Co., P.O. Box 13, Esslingen/Necker-Berkheim, Wuertt.

● License sought for the production of small **metal working machinery, plastic extruders, attachments for metal working machinery, and packaging equipment.** Sebastian Dunkes, Apparatebau, 38 Steinbruchtstrasse, 7316 Koengen/Necker/Wuertt.

New Zealand—Seeks license to make **food products from rice.** Butland Industries, Ltd., Dilworth Building, Queen and Customs Streets East, Auckland C.1.

● Capital and technical assistance sought for the manufacture of **air handling equipment** for heating, air-conditioning, conveying, dust extraction, filtering and ventilating. Bruce Wallace, Ltd., Auckland.

Italy—Tannery seeks license for the production of **paints and varnishes** for industrial and marine uses. It is particularly interested in anticorrosion, fire proofing, acid-resistant, and high-temperature resistant types. S.p.A. SALP Divisione Vernici, Rivarolo Canavese (Turin).

Brazil firm wants capital, know-how for gas plant

Forty-nine percent equity is offered to U.S. investors by a Brazilian manufacturer in return for capital and technical know-how for operation of a natural gas plant and subsequent establishment of a petrochemicals complex. The firm, currently manufacturing cotton textiles, has the concession to develop natural gas resources on the Island of Itaparico across the bay from Salvador. An analysis of the gas reserves is available.

Write to Sosiedade Anonima, Agenor Gordilho Commercio e Industria, Av. Estados Unidos 14, Salvador, Bahia, Brazil.

Philippine company wants to develop placer claim

A Philippine firm wishes to establish a joint venture for development and exploitation of a placer claim containing calcium carbonate. The placer claim reportedly covers an area estimated at 1,422 acres.

Interested companies may obtain further details, including an analysis, by writing to S. Cadungos Calcium Carbonate and Lime Co., Sanciangko and Climaco Streets, Cebu City, Philippines.

Turkish investment studies

The U.S. Agency for International Development recently announced the authorization of a $3-million loan to the Turkish Government. The funds will finance the services of consultants for technical and economic studies of projects proposed in Turkey's 5-year plan. Investigation of these projects, which are expected to be partially financed by outside assistance, require professional skills that are in short supply.

The loan funds will be available for studies by private companies as well as Turkish Government agencies. Projects being considered for investigation include flood control, irrigation and hydroelectric works, copper smelting, industrial ceramics and tool-manufacturing facilities.

Turkish firm asks U.S. patent rights, plumbing know-how

A Turkish producer of plumbing fixtures is seeking U.S. patent rights and technical assistance for the expansion of operations. Current production is reported at 220,000 tons of various types of plumbing fixtures.

Write to E.C.A. Pres Dokum Sanayii, Ltd., Yuksek Kaldirim, Norvec Han, Galata, Istanbul, Turkey.

Manufacture of chemicals planned by Indian firm

An established Indian producer of cleaning and polishing compounds, detergents, and insecticides is interested in developing ancillary chemical lines in collaboration with U.S. investors.

The Indian firm intends to utilize raw materials available to it from coke ovens and from a basic chemical plant producing caustic soda, chlorine, synthetic phenol, phthalic anhydride, and pentachlorophenol. Specific chemicals to be produced from these raw materials will be decided after consultation with U.S. investors.

Two chemicals which deserve consideration, according to the Indian firm, are caprolactam and adipic acid. Interested firms may obtain details by writing to the Bureau of International Commerce, Office of International Investment, File 4-2818-1(H), Department of Commerce, Washington, D.C. 20230.

Colombia valvemaker wants U.S. license

Industrias Consolidadas, Ltda., Apartado Aero 1822, Barranquilla, Colombia, seeks a U.S. license to manufacture water and gas valves, as well as other types of chrome-plated plumbing fixtures.

The firm claims to have a tool shop equipped to make permanent molds, together with cutting and forging tools. In addition, its foundry consists of 6 furnaces for casting brass in permanent molds, shell-cone machines, one 400-ton cold chamber die-casting machine with furnace, one 60-ton hot chamber die-casting machine, automatic checking and screw machines, and a complete polishing and copper-nickel-chrome plating operation.

Jordan seeks U.S. firms for phosphate marketing-mining

The Jordan Development Board has indicated its interest in establishing contact with a U.S. firm equipped to handle marketing as well as mining of the Al-Hasa phosphate deposits which are now being explored by the Ralph M. Parsons Co. Preliminary reports indicate that these deposits are commercially exploitable in open cut mining operations. Write to the Jordan Development Board, Amman, Jordan.

Pharmaceutical license asked by Guatemalan

A Guatemalan firm is interested in manufacturing pharmaceutical products such as tablets, syrups and vitamins, under U.S. license.

Write Solares, Bianchi y Cía., Ltda.-4a, Calle 9-57, Zona 1, Guatemala City.

Food product venture sought in Venezuela

A Venezuelan manufacturer of food specialties is interested in producing locally, on a joint-venture basis, U.S. food products which are no longer available due to import restrictions.

Write to Selecta de Venezuela C.A., 21 Ave. Roscio, Los Teques, Estado Miranda, Venezuela.

U.S. firms offered licenses to make windows, golf device, sugarless candy

Also seek U.S. licensees to manufacture mirror fastener, plastic flower pot and auto safety signalling device

Foreign manufacturers are seeking American licensees for the production of plastic handles and flower pots, windows, a practice golf putting device, a special fastener for mirrors, a safety signalling device, and candies containing no sugar.

Additional information on these products may be obtained from Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, DC. 20230 by referring to the appropriate file number assigned each of the following opportunities:

- License offered for the U.S. production of a U-formed, soft plastic handle designed in Sweden for attaching to cardboard boxes used by stores to pack dresses, suits, and other bulky merchandise. The handle is easy to attach by inserting the ends into slits cut in the carton. The design eliminates slipping and places the handle in the proper position for easy carrying. A limited number of samples are available. **File 1149.**

- American licensee sought for production of a plastic flower pot designed in Germany that has two sections. The inner section holds the plant; water is placed in the bottom of the outer section and fed to the plant thru a vented stem at the bottom of the inner section. U.S. patent is being applied for. This flower pot can be produced inexpensively. **File 1150.**

- Australian manufacturer seeks joint venture of licensing arrangements for U.S. manufacture of its specially designed louvered windows. **File 1151.**

- U.S. licensee sought for manufacture of Norwegian self-opening windows using special hinges. Manufacturer states that the hinges may be imported from Norway and the window made here or both the hinges and windows can be produced in this country. **File 1152.**

- The production of a U.S. patented practice golf putting device. The inventor claims that his golfing aid improves putting in a simple and effective manner.

This English golfing aid is also reported as being easy and inexpensive to manufacture. **File 1153.**

● The French manufacturer of a special fastener, particularly for mirrors, offers a license for the U.S. production of its product. The fastener, which is patented in this country, can be fixed on surfaces of various shapes or thickness. Mirrors or other hangings may be attached to a corner or a straight wall with this special fastener. **File 1154.**

● A license is offered to a U.S. manufacturer for production of a patented safety signalling device developed in Germany. The purpose of this device is to indicate the position of parked vehicles to avoid collisions. **File 1155.**

● A Swedish manufacturer has developed a method of producing sweets containing no sugar, for which it seeks a U.S. licensee. The firm claims their product does not cause tooth decay and is not harmful to diabetic persons. The 3 main types of candy produced by this method are jelly cubes, lollipops and other hard candies, and chocolate coated marshmallows. These candies contain a new non-sucrose ingredient which does not affect the taste. **File 1156.**

Austria wants American leathers, latest market survey indicates

Market exists for artificial plastic materials for shoes, upholstery, luggage, and garments

Opportunities exist in Austria for U.S. exporters to sell American leathers, according to a report received by the Leather and Allied Products Division, Business & Defense Services Administration (BDSA), U.S. Department of Commerce, from the American Embassy in Vienna. This is the first report received of some 30 requested from the U.S. Foreign Service for updating the 1960-61 Foreign Market Survey on Leather and Footwear.

Austrian firms desire to import genuine leathers, as well as artificial and plastic materials for production of shoes, upholstery, luggage and garments, provided prices are competitive.

In 1961 and 1962 Austrian leather imports totaled about $7.5 million compared with $5.7 million imported in 1960. The United States provided less than 2% of Austria's purchases of these items.

The best way to sell on the Austrian market appears to be through appointment of an exclusive local representative. Price quotations should be made on a c.i.f. European port or delivered-in-Austria basis. Some importers may expect payment terms as granted by most European suppliers which provide for a 3% discount upon payment within 15 days after receipt of the merchandise, a 2% discount for payment within 30 days, and full net price payment 30 to 90 days after receipt of goods.

The report indicates that U.S. footwear is unsuitable for the Austrian market because of the difference in lasts used in both countries. Italy, West Germany and Switzerland are principal importers of Austrian footwear.

Following are Austrian firms interested in importing American leathers, specified types of materials they wish to import, and type of business relationship desired:

Gustav Breiter, Mariahilferstrasse 101, Vienna VI., Austria. Agency: Artificial leather and plastic materials for the shoe and luggage industries.

Fritz Bellak, Schottenfeldgasse 85, Vienna VII. Import: Patent leather.

Herbert Drescher, Linke Wienzeile 56, Vienna VI. Import or Agency: Artificial leather by the yard.

Ledergrosshandel Erich Ebert & Co., K.G., Flachgasse 21, Vienna XV. Import or Agency: Leather and artificial leather for all purposes.

Maximilian Hauser, Mariahilferstrasse 97/7, Vienna VI. Import or Agency: Leather for all purposes.

Alois Hayek, Eitelbergergasse 23, Vienna VI. Import: Leather for the shoe industry.

Franz Hoecht, Ledergrosshandlung, Hubergasse 7, Vienna XVI. Import or Agency: Peccary, seal skin and reptile leather, glove leather.

Hans Kaulich, Ledergrosshandlung, Schmalzhofgasse 2-4, Vienna VI. Import: Patent leather, leather for the garment industry.

Herbert Kolde, Schmalzhofgasse 6, Vienna VI. Import: Cattle, horse, goat and sheep leather; Napa leather for garments and fine leather goods; black patent leather.

Ottokar Krudl, Hansalgasse 5, Vienna III. Import: Leather remnants.

Michael Kupfer, Lederabfaelle, und Riemen, Kl.Mohrengasse 3, Vienna II. Import: Leather remnants of all kinds.

W. Lichtenegger & Co., Grosse Mohrengasse 4, Vienna II. Import or Agency: Leather and artificial leather of all types as used in the shoe industry.

Grosshandel LITEGA Ges.m.b.H., Blindengasse 1, Vienna VIII. Import: Leather for furniture and car upholstery; velvet-finish leather.

Robert Mandl, Webgasse 39, Vienna VI. Import or Agency: Upper and fine leather.

C. F. Merker O.H.G., Gredlerstrasse 4, Vienna II. Import or Agency: Leather of all kinds; plastic materials for the shoe, luggage, upholstery and garment industries.

Kurt E. Mueller, Ledergrosshandlung, Westbahnstrasse 33, Vienna VII. Import or Agency: Upper and lining leather, fine leather.

Johann Nutz, Praterstrasse 66, Vienna II. Import or Agency: Artificial leather for the shoe industry.

Maximilian Oberreiter, Ledergrosshandlung, Untere Donaustrasse 11, Vienna II. Import or Agency: All types of leather for the shoe industry; artificial leather for the shoe, luggage and garment industries.

Dipl. Kfm. Karl Patsch, Leder-Import-Kommission-Handel, Hasnerstr. 34, Vienna XVI. Import or Agency: Leather, artificial leather and plastic materials for the shoe, luggage, upholstery and garment industries.

J. Polland, Maria Theresienstrasse 11, Vienna IX. Import: Artificial leather and plastic materials for upholsterers.

Lederimportvereinigung O.H.G., Rauch & Gura, Zieglergasse 72, Vienna VII. Import or Agency: Velvet-finished leather, goat and sheep lining leather, leather for braiding, horse leather. Also interested in unprocessed seal skin and tanned sheep fur skin.

Franz Szoeke, Blindengasse 42, Vienna VIII. Import or Agency: Leather (and sponges) for window and car cleaning.

Uniplastik, Leopold T. Herzog, Neustiftgasse 133, Vienna VII. Import: Artificial leather and plastic materials for the shoe, luggage, upholstery and garment industries.

Julius Varga K.G., Ledergrosshandlung, Ferdinandstrasse 5, Vienna II. Import or Agency: All kinds of upper leather for the shoe industry.

Karl Vesely & Co., Ledergrosshandlung, Grosse Mohrengasse 14, Vienna II. Import or Agency: Leather for the shoe and luggage industries.

TELOSPLASTIK Kurt L. Wagner, Hofmuehlgasse 15-17, Vienna VI. Import or Agency: Artificial leather and plastic materials for the luggage, upholstery and garment industries.

Jakob Stranner, Neuer Platz 20, Spittal/Drau, Carinthia, Austria. Import or Agency: Lining leather for the shoe industry, plastic materials for the upholsterers.

Veith, 'Fachgeschaeft fuer Innenausstattung, Joanneumring 20, Graz, Styria, Austria. Import: Artificial leather for upholsterers.

Rudolf Sinigoj, Strass, Styria, Austria. Import or Agency: Upper and lining leather for the shoe industry.

Karl Bruder, Altstadt 28, Linz/Donau, Upper Austria. Import: Leather and artificial leather for the shoe and luggage industries.

Hans Hinterkoerner, Ledergrosshandel, Hafnerstrasse 29, Linz/Donau, Upper Austria. Import or Agency: Velvet-finished and Napa leather for the garment industry.

Franz Vogl, Mattighofen, Upper Austria. Agency: Leather fiber material, artificial leather and other supplies for the shoe industry.

Korean government wants soil-testing equipment

The Government of the Republic of Korea asks for bids on a variety of items to be used in connection with a soil-testing station.

Specifically, the equipment consists of: a two-wheel type tractor with two-wheel type rear dump trailer having a capacity of 27 to 30 tons; a six-wheel (four wheel drive, front and rear) diesel engine operated truck tractor for operation in combination with a low bed semi-trailer, 60 ton; a truck-mounted crane of 25-ton capacity; a one-half ton pick-up truck for surveying and testing; a maintenance truck, wrecker type, four-wheel drive; and a variety of items intended to cover furnishing of the soil-testing equipment.

The total amount of the project is in the vicinity of $325,000 with the Korean Foreign Exchange.

The bidding is worldwide with the exception of bloc countries.

Bids on invitation #KFX-3068-S, project #63-76 will be received until August 22 at the Office of Supply, Government of the Republic of Korea, Seoul.

Copy of the invitation to bid is available from the ACME Division, BSDA, Department of Commerce, Rm. 4025, Washington, D.C. 20230.

Specifications are also available from Myong Nam Ahh, Procurement Attache, Embassy of Korea, Washington, D.C. 20230.

Resumés needed to bid on Moroccan dam project

The Government of Morocco plans to issue a call for bids for completion of the Mechra Klila Dam Project as a result of the cancellation of the original contract.

Completion of the project is estimated to cost U.S. $2 million.

Firms interested in bidding should forward a resumé, listing experience in dam constructions, to the Director General, L'Office National Des Irrigation, Direction de l'Equipment, Boite Postale 432, Rabat, Morocco, before August 12.

Chrome-plating machinery asked by Ecuadorean firm

Industria Galvanoplastica S.A., Calle Pedro Moncayo No. 808, P.O. box 5490, Guayaquil, Ecuador, wishes to purchase machinery and primary products necessary to establish a chrome-plating plant.

Following is a list of machinery and accessories desired by the chroming factory: Two rectifiers, 12 v., 1,000 amps.; one ungreasing panel, 1,000 amps.; one copper-plating panel, 100 amps.; one nickel-plating panel, 600 amps.; one chromium-plating panel, 1,000 amps.; one denickel-plating and dechromium-plating panel; one torch, plastic welding; two polishing engines, lpw, sdnm-50 type; one filtrating equipment, lpw, 58/2,000;

Accessories and materials: 30 kg.—pvc plates for pail-coating; 20 kg.—pvc welding rods; 20 kg.—pvc glue; 20 kg.—solvent; 120 mt.—(534 kg.) copper plating for couplings; six sets-packing; 100 kg.—"A" filtrating agent; circular fiber brushes—350 mm. dia., five rows; polishing compounds: "special fine" compound; tripoli paste no. 9; "green chromium" paste No. 301; emery, naxos types, 60-300 granules; emery, naxos type, 4/0 powder; glue granulated;

Galvano-plating salts: 15 kg. salt to make 100 lt. ungreasing bath E; 12.5 kg. salt to make 100 lt. copper-plating, R, new; 38 kg. salt and concrete to make 100 lt. nickel-plating bright, 75; 40 kg. salt to make 100 lt. chromium-plating, bright.

Nickel sulphate; copper sulphate; magnesium sulphate; sodium sulphate; sodium hydroxide; sodium carbonate; sodium cyanide (powder); ammonium chloride; 3-phosphate (trisodium); copper cyanide; boric acid; chromic acid; sulphuric acid (chemically pure); sulphuric acid (technically pure, 66 Be); hydrochloric acid (technically pure 19/20).

Inquiries should be directed to Industria Galvanoplastica S.A. at the above address.

Greece reissues tender for cold storage plant

The Piraeus Port Authority (OLP), Piraeus, Greece, has reissued a tender for the supply and erection of a storage building and cold storage plant at dockside at Piraeus.

The building will be of reinforced concrete, 100 meters long with a refrigerated space of 12,000 cu.m., and would handle 150 tons fresh foods, 500 tons frozen carcasses (meat) and 100 tons frozen fish each day.

Bids will be received on or before September 26. (INTERNATIONAL COMMERCE, January 28, p. 26 and February 18, p. 29).

A copy of the specifications is available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-5589).

India extends deadline on hydraulic coupling bids

Associated Cement Co., Ltd., (Purchase Division), Cement House, 121 Queen's Rd., Bombay, India, has announced that the bid deadline has been extended on tender #Tech/MK/XC/35/81001 for 18 hydraulic couplings from July 24 to August 26. (COMMERCE BUSINESS DAILY, July 15, p. 5).

A copy of the specifications is available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-5589).

El Salvador requests diesel feed cutters

The Government of El Salvador extends an invitation to bid on two feed cutters equipped with two diesel motors. Capacity of the motors is 6.6 hp. at 1500-1800 rpm.

The bid deadline is August 14.

A copy of the bid invitation, (concurso No. 13863), in Spanish may be obtained from the ACME Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Israeli agency seeks supplier of instruments

Istelco, (Agencies), Ltd., (manufacturer's representative), P.O. box 3159, Tel Aviv, Israel, would like to act as agent for U.S. firms manufacturing the following instruments and related equipment:

Semiconductors (germanium and silicon transistors, silicon rectifiers, silicon controlled rectifiers); radio tubes (receiving, transmitting, counter tubes, cold cathode tubes and special purpose tubes); mobile communications equipment (vhf and uhf transceivers, transmitters, walkie-talkies, single sideband transceivers);

Nucleonics (radiation absorbers, coincidence analyzers, neutron absorption analyzers, spectrum analyzers, radiation badges, alpha chambers, radiac detector chargers, radiac computers, reactor controls, radiation counters, scintillation counters, nuclear irradiation equipment, reactor instrumentation, manipulators, BTU output meters, counting rate meters, nuclear radiation meters, nuclear resonance equipment, flow rate processors, scalers, spectrometers, gamma ray tubes, geiger counter tubes, scintillation tubes, nuclear radiation monitors, pulse height converters); and ultrasonic cleaning equipment.

A WTD report giving background information on the above firm, dated August 6, 1962, is available.

SHAPE calls for bids on radio teletype units

Supreme Headquarters Allied Powers Europe (SHAPE) is seeking bids for delivery of high frequency teletype equipment.

Included in bid No. 63-5 are the following: Lot 1, 12 each h.f. communications receivers and 12 each frequency shift converters; Lot 2, four each frequency shift keying units.

Bids should reach the Purchasing and Contracting Officer, ACE Communications Electronic Equipment, Communications and Electronic Division, Material Branch, SHAPE, Paris, France, by September 3.

A copy of the tender, including general conditions to bid, general clauses, special clauses, equipment specifications and format for price quotation is available from BDSA's Commodity Export Staff, Rm. 4317, Department of Commerce, Washington, D.C. 20230.

Greek corporation wants structural steel supplies

The Public Power Corp., Athens, Greece, invites tenders for the supply of structural steel electrical towers and equipment for seven substations.

Estimated cost of the project is US$130,000.

Tenders for inquiry #DMPM-191 must be submitted in accord with the conditions and terms of the inquiry notice and be received in the corporation's office at 30 Chalkokondyli St., Athens 102, by August 9, 1963.

Interested firms can review a copy of the inquiry in the office of the Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington, D.C. 20230.

Mining district exploration planned by Argentina

The National Executive Power, (Poder Ejecutivo Nacional), of Argentina, has approved the calling for bids for the exploration and exploitation of the mining district of Aguas de Dionisio at Farallon Negro, Province of Catamarca.

The work will be performed on behalf of the Agua de Dionisio Mining Entity (YMAD). The formal call for bids will be made at an unspecified date.

The conditions for the bid are that each contractor prepare his own plan for the industrial exploitation of the zone, indicating the outline of the exploration program to be carried out. The contract, which will have a duration of 50 yrs. will stipulate that royalties will be for the account of the contractor and payable to YMAD.

According to a preliminary survey made by the Provincial Government of Catamarca and the University of Tucuman, the zone of Agua de Dionisio contains approximately 1,000,000 tons of manganese, with recoverable percentages of gold and silver.

The area of exploitation covers approx. 360 sq. km.

Further information can be obtained from Direccion Nacional de Geologia y Mineria, Diagonal Julio A. Roca 651, 10F.; Buenos Aires, Argentina.

Tape recording equipment sought by New Zealand

The Civil Aviation Administration, Wellington, New Zealand, has issued tender #CAQ 123/63 calling for 3 multichannel tape recorders (15 channels), complete with playback unit, a supply of tape, and accessories.

Also required are 25 single channel recorders and playback units, complete with a supply of tape. Five time-injection units are also called for in this tender.

Copies of the tender and specifications may be obtained from the Office of the New Zealand Senior Trade Commissioner, 1145 19th St., N.W., Washington, D.C. 20230. (Telephone: FE 8-8820).

Specifications may be reviewed at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4036).

Vegetable processing machinery interests Polish companies

Two Polish foreign trade enterprises plan to purchase machines and equipment for drying, processing and packaging vegetables, according to information received at the Poznan International Fair.

These firms are Polimex, Czackiego 7/9, and Hortex, 11a Warecka St., both of Warsaw.

Interested firms may want to send complete descriptive literature, technical data and prices on a complete line of machines and equipment for dried vegetables and vegetable preserves to the above as soon as possible.

Following are the types of machines mentioned: five universal vegetable cutting machines for slices, cubes, rings of various sizes; five sets for skinning onions; four vibrating separators, two crushers; three presses; three vacuum driers of 60 sq. m. face each, and two machines for automatic forming, filing, closing plastic bags.

A very limited amount of additional information is available from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-5589).

Indian power station needs generator sets

The Chief Engineer for Electricity (Projects & Board), Andhra Pradesh State Electricity Board, 10.2.3 A.C. Guards 4, Andhra, India, requests tenders for the supply, delivery, erection and testing of two diesel generator sets, 2,000 kw., 3-phase, 50 cycle for the Kothaguden Thermal Power Station.

Transformers, switchgear, cabling, lighting and small power installation, traveling crane, pipework and valves, instruments, control panel and alarms and maintenance equipment are also desired.

Bid deadline for specification No. APT.—4/63, is September 18. Further information may be obtained by writing to Messrs Ewbank & Partners, Ltd., Engineering Consultants, 10/11, Grasvenor Pl., London, SW. 1, England.

A copy of the specifications is available on loan to firms located in the U.S. from Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

Pakistan firm desires plant equipment, machinery

Alwis, Ltd., (manufacturer), 54 Railway Rd., Lahore, Pakistan, is interested in a joint-venture for $650,000, with a U.S. firm for the purchase of plant machinery and equipment for a medium-sized electrical wire and cable factory.

Available current is 220-440 volts, 50 cycles a.c.

A list giving the quantity and description of items desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4674).

A WTD Report dated June 28 on the above firm is also available.

Ceylon seeks services of textile consultants

The National Textile Corp., 32A Barnes Pl., Colombo 7, Ceylon, established under the State Industrial Corporations Act of 1957, will build a complete cotton textile mill at Pugoda for spinning, weaving and finishing.

Applications are invited until September 20 for consultancy services in all cotton textile technological and allied aspects of the above project.

Full details of such service rendered previously and of the services that will be rendered in the establishment of the project and terms and conditions must be given.

Congo Republic requests maintenance supplies' bids

The Republic of the Congo has issued tenders covering proposed procurements for maintenance supplies.

Tender No. 3432/7/63, deadline October 23 calls for 5,500 rubber floor squeegees, beechwood mounting; 1,000 rubber window squeegees, beechwood mounting; and 800 floor mats of coco fibre. Free samples are required with bid submission.

Tender No. 3432/8/63, deadline December 2 includes 3,300 galvanized pails, 10 litre capacity; and 700 galvanized dustpans. Samples or catalogs are required, giving detailed descriptions of products offered.

Bids should be addressed to Monsieur le Chef de la Section Approvisionnements du Gouvernement Central—Magasins Generaux, B.P. 3.045 Leopoldville/Kalina, Republic of the Congo.

Tender documents including terms and detailed specifications, all in French, are available on loan to firms located in the U.S. from the Consumer Durables Division, BDSA, Rm. 4420, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-2923).

Complaint center planned by Greek telephone agency

The Greek Telecommunications Organization, (OTE), invites bids for the supply of a complaint center for the telephone exchanges in Athens, Greece.

This includes 20 complaint receiving positions, a motor-driven card index, belt carrier, 40 operator headsets, and associated equipment adaptable for future extension.

Tender No. 6068 has a bid deadline of August 28.

Tenders must be submitted to the Supply Committee of the Greek Telecommunications Organization, 20 Patission St., 7th fl., Rm. 701, Athens, Greece.

A copy of the specifications and conditions of the project is available on loan from the Communications Industries Division, BDSA, Rm. 4805, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4823.)

Greece will install automatic phone exchanges

The Greek Telecommunications Organization, (OTE), requests tenders for the supply of 30 unattended terminal automatic telephone exchanges with an initial capacity range between 25 and 100 subscribers and an ultimate capacity of from 100 to 300 subscribers together with the necessary central office equipment.

Specifications are contained in tender No. 6234.

Tenders must be submitted not later than August 28 to the Supply Committee of the Greek Telecommunications Organization, 20 Patission St., 7th fl., Rm. 701, Athens, Greece.

A copy of the specifications and conditions of the project is available on loan from the Communications Industries Division, BDSA, Room 4805, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4822.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BSDA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

GERMANY—Raw cotton for its own account. Schruender & Cramer, (importer), 28-38 Gruener Weg, Postfach 340, 4402 Greven/Westf. WTD 7/1/63.

NORWAY—Red kidney beans. Direct purchase and agency. Per Nymoen A/S, (importing wholesaler, agent), Prinsensgate 3b, Oslo. WTD 9/7/61.

012 Fruit, Tree Nut, Vegetable Farms

HONG KONG—Apples, oranges. Luen Cheong Co., (importer, exporter), 429 Li Po Chun Chambers, Hong Kong. WTD 6/12/63.

NETHERLANDS—Onions, fresh apples. Direct purchase and agency. Firma C. Schrevel, (importer, exporter, agent), 11 Essenlaan, Rotterdam-16.

Citrus fruit, fresh apples, pears. Direct purchase and agency. N.V. "Solbandera" Valencia Sinaasappelen Import Mij., (importer, exporter, transit trader, agent), Groothandelsgebouw B7, 695 Weena, Rotterdam-4.

019 Commercial Farms

ECUADOR—Greenhouses for experimental station; requests quotations on various sizes and c.i.f. Guayaquil. Lcdo. Carlos Garzon A., (importer, representative, semi-independent agency of Ecuadorean Government), Calle Guayaquil 829, 1° Piso, Quito.

ENGLAND—Iris bulbs. Direct purchase and agency. Len Ozard, (exporter, importer), St. Peter's, Guernsey, Channel Islands. WTD 6/10/63.

200 Food

BARBADOS—Processors of fruits, vegetables. Lakes New Market, (supermarket), Market St., St. John's, Antigua, W.I. WTD 7/9/63.

BELGIUM—Food specialties, such as cocktail snacks, crackers, nuts, canned fish, fishery products (not frozen), canned fruit, vegetables, to supply caterers, retailers, supermarkets; requests replies in French. Bleuze & Cie, S.A., (importer, exporter, wholesaler, distributor), 13-15 Blvd. Felix Paulsen, Brussels 7. WTD 6/25/63.

★★ BELGIUM—Trade Mission

Sausage casings, other items used in packing bologna, salami, similar meat products. Wants frozen meats, by-products, and poultry. P.V.B.A. Fierlafijn, Land van Waaslaan 30, St. Amandsberg-Gent. I.R. 377.

Agent seeks representation of firms producing ice cream, frozen foods and to arrange production of their lines in Belgium if prices prohibit importation of finished items. C. H. de Frahan, 19, rue Francois Jacquemart, Embourg. I.R. 86.★

Agent wishes to represent and sell spices, wines in bulk to be bottled in Belgium, canned meats, fruits, vegetables. Tecnomark, 87, Ave. Louise, Brussels. I.R. 405.

Ice cream mixes, desserts in tins, other food and non-food products for distribution in supermarkets, grocery stores. Seeks small independent sources for products to be packed under buyers' label. N.V., N. & C. Boost, Oostkaai, 16, Merksem. WTD 6/25/58 I.R. 344.

GREECE—Provisions, particularly frozen foods. Direct purchase and agency. Dem. Th. Bertzeletos & Bros., (importing wholesaler, distributor, sales agent), 1 Nikita St., Piraeus.

201 Meat Products

★★ BELGIUM—Trade Mission

Poultry, beef, mutton, other meat products. Firm has facilities for further refinement of products prior to sale. Transimport s.p.r.l., 41 rue Ropsy Chaudron, Bruxelles, 7. I.R. 201.

Raw hides, skins, salted or pickled desired for wholesale. Firm is willing to act as representative or agent on exclusive basis and would like exclusive representative in U.S. for raw hides, skins. Paulus and Cie, s.p.r.l., 15, rue Champ du Roi' Brussels. I.R. 147.

GERMANY—Frozen poultry, broilers; direct purchase and agency. "Spritag" Inh. Carl Josef Schmidt, (commission merchant), 5-7 Robertstrasse, Koeln-Kalk, Postfach 187. WTD 6/18/63.

202 Dairy Products

HONG KONG—Milk, powdered and liquid, including powder enriched with vitamins for infant-feeding; packed in tins of different net wgt. of 24 or 48 tins per case. Edinburgh & Co., (importer, exporter), 403 Man Yee Bldg., Hong Kong. WTD 2/20/63.

203 Canning, Preserving Foods

★★ BELGIUM—Trade Mission

Frozen food lines for representation or import. Viking International S.A., 31 rue de la Science, Bruxelles 4. WTD 5/63 I.R. 31.

Frozen fruits, canned vegetables desired by importer for retail sale. Sodeac S.A., 53, Lange Nieuwstraat, Antwerp. WTD 6/7/63 I.R. 367.

Foodstuffs of all kinds, citrus, mixed drinks, prepared drinks, chinese meals, canned fruits, asparagus, corn-on-cob, dried fruits, peanuts, potato powder, walnuts, almonds, relishes, regardless of brand. Large chain store with many supermarkets and over 1000 retail stores seeks offers, regardless of brand, prefer private labels if price is advantageous. Ets. Delhaize Freres and Cie "le Lion" s.p.r.l., rue Osseghem, Bruxelles 8. WTD 8/30/62 I.R. 245.

Apples, pears to be packed by Belgian firm in retail units for supermarket distribution. Hesbania S.V., St. Strond (72433). I.R. 192.

BRAZIL—Fine canned foodstuffs. Direct purchase and agency. J. Alves Verissimo S.A. Comercio e Importacao, (importer, distributor), Caixa Postal 6363, Sao Paulo.

CANADA—All types of canned and non-perishable foods. Mr. J. Gibson, (importer), 4015 W. 27th Ave., Vancouver, B.C. WTD 7/5/63.

FRANCE—Citrus, other fresh fruits. Direct purchase and agency. Reding & Cie, (importer, dealer), 34 rue de la Grande Truanderie, Paris 1er. WTD 6/25/63.

Fruit juices: pineapple, grapefruit, orange. Direct purchase and agency. Centre Parisien de Distribution Commerciale, (C.P.D.C.) (im-

porting distributor), 10 Cours Franklin Roosevelt, Marseille, 1er. WTD 7/2/63.

GERMANY—Canned pineapple in slices and cubes, canned peaches, grapefruit, orange juices, canned asparagus. Direct purchase and agency. "Spritag" Inh. Carl Josef Schmidt, (commission agent), Postfach 187, 5-7 Robertstrasse, Koeln-Kalk. WTD 6/18/63.

HONG KONG—Dried scallops; sample of scallop available on loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, (Telephone: WO 7-4674), Department of Commerce, Washington, D.C., 20230. Peter Mann, (importer, exporter, manufacturers' representative), Pedder Bldg. 3rd Fl., P.O. box 1181, Hong Kong. WTD 10/19/61.

204 Grain Mill Products

GREECE—Cake mixes; flour packed in 2 lb. packages; exclusive distributor. D. Tsakmakis & J. Pagoulakis, (importing wholesaler of provisions), 47 Sophocleous St., Athens. WTD 3/14/63.

Animal feed for veterinary use. Direct purchase and agency; requests replies from manufacturers only. Sarantis Arnakis, (commission agent), 8 Dodecanesou St., Thessaloniki. WTD 5/16/63.

205 Bakery Products

NETHERLANDS—Salted biscuits in retail packing. Javado, (importing distributor, commission agent), 46 Johan van Oldenbarneveldtlaan, Zeist. WTD 7/17/63.

208 Beverage Industries

★★ BELGIUM—Trade Mission

Desires to act as agent for sale of bourbon whiskey. Societe Vicola, 24 rue Philippe le bon, Bruxelles, I.R. 160.

BRAZIL—Whiskeys, other fine alcoholic beverages. Direct purchase and agency. J. Alves Verissimo S.A. Comercio e Importacao, (importer, distributor), Caixa Postal 6363, Sao Paulo.

209 Food Preparations

★★ BELGIUM—Trade Mission

Importer wants to establish packing plants for nuts, honey, dried fruits, wants contact with firms wanting to sell to the Common Market area interested in packing and processing in Antwerp. Ets. Markelbach & Corne S.A., 24, Longue rue d'herentals, Anvers. WTD 6/6/62 I.R. 281.★

Lard to be sold in Belgium. Les Patrons Charcutiers, 21 rue Ropsy Chaudron, Bruxelles. I.R. 168.★

Canned corn, particularly full ears, nuts, peanuts, pecans, pistachio nuts. Zenobia, 23 chaussee de Wavre 9, Hoeilaert. I.R. 203.

Chicken, animal foods of special types to be mixed with regular grains to increase productivity. Also fertilizers, insecticides, vegetable and grass seeds. Frans Carremans s.p.r.l., 4-6 Maastraat, Antwerp. I.R. 378.

Packing plant by-products for eating, eg. tripe, livers, hearts, tongues from all animals. WTD 2/48 I.R. 185.

Spices, oils, ingredients for potato chip production, particularly prepared lard. Also interested in machines for producing potato chips. Ets Janssens, 51-53 rue de la Consolation, Bruxelles. NCIA I.R. 204.

Canned cherries in No. 10 cans, shelled almonds, walnuts from California, additives, stabilizers, other baking and confectionery ingredients. Colofruit s.p.r.l., Noorderlaan, 98, Antwerp. I.R. 360.

HONG KONG—Soybean oil. Lyon Enterprise, Ltd., (importer, exporter), 25 des Voeux Rd., Central, Hong Kong. WTD 2/27/62.

ITALY—Soybean meal. Nutrix Industria Supermangimi S.p.A., (importer, manufacturer), 17/23 via del Granatiere, Palermo. WTD 7/10/63.

NETHERLANDS—Crude degummed soyabean oil; crude groundnut oil; choice white hog grease; bleachable fancy tallow. Deurloo and Co., N.V. i.o., (importer, exporter, transit trader), William Boothlaan 3, Rotterdam (P.O. box 716). WTD 7/3/63.

UPPER VOLTA—Tallow; requests replies in French. Bobo-Dioulasso, (branch of the Compagnie de l'Industrie Textile Cotoniere), (oil processing, soap manufacturing plant), B.P. 150, Bobo-Dioulasso.

220 Textile Mill Products

BARBADOS—Ladies', men's, children's ready-made clothing; ladies', men's bathing suits; men's underwear; requests replies from manufacturers only. J. Astaphan & Co., Ltd., (general merchants), P.O. box 82, Roseau, Dominica, W.I. WTD 7/11/63.

ENGLAND—Sanforized shrunk cotton drill for use in the manufacture of uniforms for civilian wear, armed forces. C. H. Bernard and Sons, Ltd., (manufacturer), Anglia House, Harwich, Essex. WTD 6/27/63.

Nylon piece goods; novelty dress fabrics. D. Landau and Son, Ltd., (exporter, importer), Gerrard House, 13 & 14 Berwick St., London, W.1. WTD 6/27/63.

FRANCE—Underwear, hosiery, knitwear; requests replies in French. Ets. Paul Delannoy & Cie, (wholesaler), 150 rue de Paris, Lille (Nord).

HONG KONG—Dacron, wool/dacron material for making neckties; requests replies from manufacturers only. Cornwell & Co., (importer, exporter, commission agent), Pedder Bldg., P.O. box 978, Hong Kong.

Nylon, nylon/rayon laces. Orient Mercantile Co., (importer, exporter), 512 China Bldg., P.O. box 1702, Hong Kong.

Ladies' pajamas, slips, pettislips, dressing gowns, lingerie, slacks, skirts, ladies' briefs, panties, knitwear, sun hats, straw hats, sweaters, cardigans (summer and winter), brassieres, girdles, garter belts, wool scarfs, silk scarfs, stoles, raincoats, swim caps; baby bath sets, baby gift sets, diapers, bibs, aprons, cot sheet, boy's and girl's tee shirts, knitting wool. China Emporium, Ltd., (department store), 62A-68 Queen's Rd., Central, P.O. box 130, Hong Kong. WTD 6/21/63.

Nylon upholstery fabric; samples, specifications with firm quotations are requested. Transpacific Mutual (Hong Kong), Ltd., (manufacturers' representative), 402 Manson House, 74-78 Nathan Rd., Kowloon. WTD 1/14/63.

NEW ZEALAND—Synthetic fabrics; printed cottons; printed, yarn-dyed sports fabrics; fabrics suitable for sports wear; requests replies from manufacturers only. Direct purchase and agency. E. M. Rowan, Ltd., (importer, wholesaler, retailer), 8-9 Darby's Bldg., Elliott St., or P.O. box 2492, Auckland. WTD 12/4/62.

TRUCIAL STATES—Textlile goods of all types. Salim A. Aziz Mukhawai, (retailer), P.O. box 603, Dubai. WTD 6/30/63.

VENEZUELA—Piece goods; thread. Direct purchase and agency. Creaciones Simar, C.A., (manufacturer), Angelitos a Puerto Escondido 93, Caracas. WTD 6/24/63.

Upholstery material used in automobiles, textile, plastic, leather, imitation leather. Direct purchase and agency. R.F.C. de Venezuela, C.A., (importing wholesaler, sales agent), Edificio Sucre, Calle Guaicaipuro, Apartado 13034, El Rosal, Caracas. WTD 6/21/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Fabrics for better class sport and dress shirts, together with merchandising service, fashion ideas. Cleeco Shirts, Pty., Ltd., (manufacturer), 60 Wentworth Ave., Sydney, N.S.W. WTD 1/29/63.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

AUSTRALIA—100% nylon fabric for upholstery: 50-100 rolls per order—60 yd. per roll, $1.35 per yd. or below. R. E. Cunningham, Pty., Ltd., Attn: Roy Usher, (import, wholesaler), Cordelia St., Brisbane, Queensland.

225 Knitwear

JAPAN—Stockings, seamless, 8.5"-9.0"; requests replies from manufacturers only, not represented in Japan. Fan Shoji K. K. Hokko Bldg., (importer, distributor), 4 Ginza, 7-chome, Chuo-ku, Tokyo.

227 Floor Covering Mills, Products

CANADA—Wool and synthetic floor coverings of all types. India Importers, (importer, wholesaler), 2300 Granville St., Vancouver 9, B.C. WTD 7/3/63.

VENEZUELA—Rugs, carpets. Direct purchase and agency. R.F.C. de Venezuela, C.A., (importing wholesaler, sales agent), Edificio Sucre, Calle Guaicaipuro, Apartado 13034, El Rosal, Caracas. WTD 6/21/63.

228 Yarn, Thread Mills, Products

★★ BELGIUM—Trade Mission

Desires to be agent for synthetic fibers such as rayon, nylon, dacron. Ets. Ceulemans, 38-40, Huidevettersstraat, Antwerp. I.R. 290.★

MOROCCO—Nylon thread (not thrown) 70, 100, and 150 denier, to be transformed into helanca type stretch nylon. Direct purchase and agency; requests replies from manufacturers only in French. Coretex, (agency), 6, rue due caporal Gastous, Casablanca.

SWEDEN—Nylon yarn for stretch fabrics. Kilsunds AB, (manufacturer), Boras. WTD 12/17/62.

229 Textile Goods

★★ BELGIUM—Trade Mission

Women's wear designer would like to handle U.S. operation of women's wear production in Belgium. Idee de Paris, 51 rue de Jonckere, Bruxelles. I.R. 217.★

Fabrics, blankets, non-woven knitted fabrics with painted floral design 120-160 cm., nylon fabrics for use as bedspreads desired by manufacturer selling in Benelux and Germany. "Hamotex" N.V., Hees 1, Hamont. I.R. 271.★

Textile waste collector wishes to import cotton, synthetic, artificial waste-fiber, acetates. Also wishes to export synthetic wastes. Anc. Ets. Brixko and Co. S.A., 1 rue d'Ara, Brussels. I.R. 407.

CANADA—Viscose waste or rayon waste packed in bales; requests replies in French. Chs. Chasse & Fils, Ltee., (manufacturer), Ste. Marie, Beauce, Quebec. WTD 7/3/63.

ENGLAND—Towel; sheet, pillowcase; bedspread; tea cloth; other household linen. Direct purchase and agency. O. Hilton and Son, Ltd., (importer, sales agent), 41/43 Barrow Hill Rd., St. John's Wood, London, NW.8. WTD 6/28/63.

FRANCE—Small imitation leather goods in polyvinyl chloride; requests replies in French. Direct purchase and agency. Omnium Des Fabricants, (manufacturer), 10 rue des Gravillons, Paris 3e.

Ropes. Direct purchase and agency; requests replies in French. C.E.F.I.N.A., (importing distributor), 20 Quai de Rive Nueve, Marseille. WTD 6/28/63.

GREECE—Remnants, fabrics for women's wear. Emmanuel Antoniades, (importer, wholesaler), 13 Rombis St., Athens. WTD 7/12/63.

JAPAN—Dacron and nylon waste, tinted reworkable and cutting waste desired; 30,000 lb. of waste a month. Taiyo Bussan Co., Ltd., (importer, exporter), 13 Kita-nagasa-dori 5-chome, Ikuta Ku, Kobe. WTD 1/23/63.

NETHERLANDS—White and colored cotton thread waste; new soft white and colored gauze waste; colored curtain scrap, (cotton only); tarred, untarred old hemp ropes. Fabriek voor Machinaal Breeuwerk v/h Joh. Smit N.V., (N.V. Dutch Oakum Works) (importer, manufacturer), 4-10 Westerkade, Schiedam. WTD 4/6/62.

230 Apparel

FRANCE—Men's, children's garments. Direct purchase and agency. Societe Esse Export, (manufacturer, dealer), 108 rue du Ruisseau, Paris 18e.

Ready-made garments for teenagers, children, babies. Direct purchase and agency; requests replies in French. Maison G. Desbordes, (manufacturer), 1 rue des Petits Carreaux, Paris 2e.

Shirts, trousers for men, boys. Direct purchase and agency; requests replies in French. Union Textile d'Articles d'Habillement—U.T.A.H., (manufacturer, wholesaler), 18 rue de la Chaussee d'Antin, Paris 9e.

Shirts, skirts, pants, sportswear for children from 1-12. Direct purchase and agency; requests replies in French. Vog Pyrenees, (manufacturer, importer, exporter), 17/19 bld. Henri Arnaud, Angers (Maine & Loire).

Teen-age sports coats, jackets. Direct purchase and agency; requests replies in French. Duvoir S.A., (manufacturer), 9 bis rue de Montenotte, Paris.

Raincoats, sportswear, blue jeans; requests replies in French. So.Co.Tex, (manufacturer), 14 rue des Filles-du-Calvaire, Paris 11e.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

FRANCE—Men's garments (suits, coats); requests replies in French. Les Vetements Bekas, (manufacturer, wholesaler), 44 rue de Turenne, Paris 3e.

232 Men's, Youths', Boys' Furnishings, Work Clothing

FRANCE—Boys' garments (4 to 14 yrs.); requests replies in French. Ets. Vetmax, (manufacturer), 69 rue Meslay, Paris 3e.

Sport and work clothing. Direct purchase and agency; requests replies in French. Ets. Charles Fusillier & Darras Bilhaut, (manufacturer), 35 rue Jules Lefebvre, Amiens (Somme).

Ready-made garments, sportswear for men, boys; requests replies in French. S. Bir, (manufacturer), 83 rue du Temple, Paris.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's, girls blouses, skirts, dresses, sport clothing. Direct purchase and agency; requests replies in French. Ets. M. Michel, (manufacturer), 26 rue du Sentier, Paris 2e.

Women's dresses, suits, coats. Direct purchase and agency; requests replies in French. Ann Carol, (manufacturer), 117 rue d'Aboukir, Paris 2e.

NORWAY—Ladies', misses', juniors' dresses; requests price per dozen. Mr. Skjolden, Norges Kooperative Landsforening, (purchasing organization), 2 Revierstredet, Oslo. WTD 7/2/63.

234 Women's, Misses', Children's, Infants' Under Garments

FRANCE—Women's underwear; requests replies in French. Ets. Amigues, (manufacturer), 25 bld. de Strasbourg, Paris.

235 Hats, Caps, Millinery

GERMANY—Felt, leather hats; requests replies from manufacturers only; exclusive distributorship; fob U.S. seaport or cif German seaport basis. Heinrich Balke Hut-und Muetzenfabrik, (manufacturer, importer, exporter), 100 Pappelstrasse, P.O. box 867, Bremen. WTD 12/3/62.

238 Apparel, Accessories

★★ BELGIUM—Trade Mission

Children's footwear, medium-priced, new styles, desired by importer-exporter. Firma Sorgeloose V.P.B.A., Victor Braeckmanlaan, 102, St. Amandsberg-Gent. I.R. 293.

Knitted, embroider lines, zippers, patches, embroidery, ribbons. Maison du Ruban, 25, rue de la Madeleine, Bruxelles. I.R. 145.

Engineer boots, industrial footwear, both leather, rubber. S.A. Boghmans and Co., Centre International Rogier, Brussels. I.R. 104.

Importer-exporter of apparel for women, men seeks to represent U.S. firms in the Common Market and Switzerland. Also wishes to act as a buying agent for U.S. firms. Uni-Industrial and Trading Corp., 6 rue Crespel, Brussels. NCIA I.R. 384.

Importer, exporter desires to buy and sell fabrics for clothing for men, women, also trimmings, linings, buttons, thread, pocketing. Implasco Union s.p.r.l., 56 rue d'Artois, Bruxelles. I.R. 180.

Desires to act as agent for plastic clothing, baby infant items, also industrial safety clothing, materials and gloves. Maserco, 27, rue de Pavie, Brussels. I.R. 390.

FRANCE—Raincoats, sportswear for men, women, children; requests replies in French. Milsport Milgran & Co., (manufacturer, wholesaler), 11 rue du Caire, Paris 2e.

239 Fabricated Textile Products

★★ BELGIUM—Trade Mission

Seeks to act as agent for distributing hosiery, synthetic yarn, ready-made ladies and men's wear, technicians uniforms. E.T.M.O., (European Textile Marketing Organisation), 163, rue Royale, Brussels. I.R. 22★

Acrilye interlinings needed by agent acting on commission basis in Belgium and Luxemburg. Ets. Furst, 171 Bd. Van Haelen, Brussels. I.R. 170.

MEXICO—Tent for portable theater with seating capacity of 800-1500 persons. Teatro Popular del Inba, (agency functioning directly under Mexican Government), Auditorio Nacional, Mexico, D.F.

NORWAY—Floor mops for office, public buildings, ship decks. Cimex A/S, (importing wholesaler, manufacturers' agent), 5 Welhavensgate, Oslo. WTD 3/5/63.

TRUCIAL STATES—Tents. Salim A. Aziz Mukhawai, (retailer), P.O. box 603, Dubai. WTD 6/30/63.

240 Lumber, Wood Products

★★ BELGIUM—Trade Mission

Plywood desired by importer. Imeho, rue du Printemps, Anvers. I.R. 373.

Firm wants to act as selling agent for U.S. lumber shippers. Houtin s.p.r.l., 31 Koninklijkelaan, Berchem (Antwerp). I.R. 286.

241 Logging Camps, Logging Contractors

FRANCE—Timber for use in construction. Direct purchase and agency. Ets. Martinon-Comex, (importer, dealer), 27 rue Joubert, Paris 9e. WTD 5/17/63.

242 Sawmills, Planing Mills

GERMANY—Lumber: pitch pine, Oregon pine, Parana pine, redpine—square edged and dry—thickness 7/4, 2, 2½ and 3"; caroling pine and yellow pine, unedged and dry—thickness 7/4, 2, 2½ and 3"; redwood, square-edged and dry—thickness 1, 7/4, 2, 2½ and 3". Anton Deventer, (importer, wholesaler), 5778 Meschede/Ruhr, Postfach 52. WTD 11/8/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★ BELGIUM—Trade Mission

Sources for Douglas fir, cedar, plywood specialties, plastic laminates, plastic films for outdoor use wanted by importer. August Cras, Stationsstraat 107, Waregem. I.R. 88.★

Desires prefabricated houses. Milo, 27 A Brusselstraat, Antwerpen. I.R. 374.

FRANCE—Pre-fabricated wood houses of all types. Direct purchase and agency. Ets. Sherringham, (agent), 71 rue Raynouard, Paris 16e. WTD 1/25/63.

GREECE—Wooden wall coverings. D. & C. Pananos & E. Eliopoulos, (contractors for wall paintings, interior decorations), 6 Dragatsaniou St., Athens. WTD 6/27/63.

NICARAGUA—Fine wood veneer; requests catalogues. Felipe Mantica, (exporter, manufacturer), 403 Avenida Roosevelt, Managua. WTD 7/8/63.

NIGERIA—Plywood chair seats for tubular steel furniture; requests catalogues and price quotations cif Lagos. Nigeria Industrial Products, (manufacturer), Bank Rd., P.O. box 349, Ibadan. WTD 6/17/63.

249 Wood Products

FRANCE—Agglomerated panels, (particle, fiber board), (construction, acoustical, insulating). Direct purchase and agency. Ets. Martinon-Comex (importer, dealer), 27 rue Joubert, Paris 9e. WTD 5/17/63.

251 Household Furniture

AUSTRALIA—Nursery furniture, equipment. Direct purchase and agency. Manufacturer's Supplies, Pty., Ltd., (importing distributors), Sirius House, 23 Macquarie Pl., Sydney.

253 Public Building Furniture

LEBANON—School furniture, supplies, including maps, charts, audio-visual equipment; requests replies from manufacturers only. Saad Co., (importer, wholesaler, retailer), P.O. box 8, rue Bechara El Khoury, Beirut. WTD 7/8/63.

259 Furniture, Fixtures

★★ BELGIUM—Trade Mission

Jalousies, roll-up awnings, vertical sun shades. Windels, Vangheluwe and Co., Izegem. I.R. 336.

261 Pulp Mills, Products

★★ BELGIUM—Trade Mission

Seeks wood pulp sources, raw cotton linters. R. Cambier, 23 Ave. de la Toison d'Or, Bruxelles. I.R. 202.

262 Paper Mills, Products

AUSTRALIA—Interleaving paper used in manufacture of stainless steel sheet and strip; approx. 25 lt. per month; following specifications: m.c. quality paper, 50 gm.; 20″ dia. rolls on 3″ i.d. cardboard spools; widths 25″, 31″, 38″, 41″; free of sulphite; chloride content not to exceed .05% by wgt. expressed as sodium chloride; caliper .0025″/.00275″; p.h. 6.5 to 7.0. Commonwealth Steel Co., Ltd., (manufacturer), P.O. box 339, Wollongong, N.S.W. WTD 11/27/61.

● **EL SALVADOR**—Bond paper: 1,000 reams, various colors, in accordance with specifications. Deadline for sealed bids August 13. Tender No. 137(63). Proveeduria General de la Republica, Avenida Espana No. 613, San Salvador.★ (Telephone: WOrth 7-3003.)

■ **HONDURAS**—Offset paper, 60 lb., white size 27 x 34″, good capacity for printing both sides, 2100 reams; offset cover stock, white 22½″ x 28½″, 120 lbs., material described as "goat skin," 132 reams. PIO/C No. 522-N-69-AC-0-30108. Limited worldwide (898). Bid deadline August 30. U.S. Aid Mission to Honduras, c/o American Embassy, Tegucigalpa. Copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 3119, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C. SBC-287.

264 Converted Paper, Paperboard Products

AUSTRALIA—Stationery, tablets; all types of wrapping paper. Direct purchase and agency. J.H. Kohn, (importing distributor, manufacturer's agent, manufacturer, wholesaler), 127-133 Wattletree Rd., Malvern, SE. 4, Melbourne, Victoria. WTD 7/5/63.

BELGIUM—All kinds of stationery; office, school supplies. Direct purchase and agency. Ets. J. Frankfort, S.A., (importing distributor), 371, chaussee St. Pierre, Brussels 4. WTD 7/5/63.

PAKISTAN—Bank paper; white, sizes 18″ x 23″, 45/48 gsm; 17″ x 27″, 16½″/26½″, 45/58 gsm; art paper; white, woodfree, part mechanical, two sides coated, sizes 20″x30″, 23″ x36″, 90 gsm, 100 gsm, 120 gsm; imitation art paper; sizes 20″x30″, 23″x36″, 90 gsm, 100 gsm, 120 gsm; offset optical bleached: sizes 30″x40″, 28″x34″, 23″ x36″, 80 gsm, 90 gsm, 100 gsm, 120 gsm; check paper: sizes 19″x24″ or mill standard size 70/75 gsm; pure vegetable parchment paper: 20″x30″, 40/41 gsm; white bleached glassine: 20″x30″, 30 gsm, transparent quality; colored morocco: size 20″x30″, 70/75 gsm assorted colors; white tissue: machine finished, acid free, quality size 20″x30″, 17 gsm assorted colors (dark); machine glazed ribbed kraft: sizes 29″x44″, 36″x46″ 40 gsm and above, also in reels with 46″ width color golden shade; machine-glazed tissue: size 20″ x30″, 17 gsm in assorted dark colors; art card: black center, both sides glazed, sizes 22″x28″, 250/300 gsm; fancy white card (ivory card): sizes 22″x28″, 200 gsm, 210-220-230-250 and 300 gsm; office stationery stock. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

281 Industrial Chemicals

★★ BELGIUM—Trade Mission

Agricultural chemicals desired by importer; also desires to export jute products. Remi De Poorter s.p.r.l., Graaf van Vlaanderenplein, 16, Gand. WTD 12/19/62 I.R. 332.

Wants to represent manufacturers of raw materials for plastics, chemicals such as talc, calcium carbonates for rubber manufacturers. Produits Chimiques Marcoux, 4, rue du Dobbelenbero, Bruxelles 13. WTD 5/17/63 I.R. 178.★

Melamine laminates wanted by importer, Imeho, rue du Printemps, Anvers. I.R. 373.

Importer desires chemicals such as acetic acid, acetic anhydryde, d.o.p. tall oil, refined and crude, wetting agents for textiles, additives for textile and leather. Cie Gross and Irgens S.A., 14, Lange Leemstraat, Antwerp. I.R. 333.

Desires to act as wholesaler for chemicals used in analytical laboratories in research for industry and universities. Ets. Van Ermengem and Fils, 19, rue des Penitentes, Louvain. WTD 7/6/61 I.R. 123.

Importer desires pharmaceuticals, industrial chemicals such as sulphuric acid, nitric acid, catalysts such as aluminum, nickel, copper, lead. W. Schnitzer, 9, ave van den Nest, Antwerp. I.R. 335.

Specialty biochemicals, pharmaceuticals, fine organic chemicals. Especially interested in enzymes. Marcheurop, 5, rue de la Science, Bruxelles 4. WTD 4/25/62 I.R. 210.★

Chemical products such as reactive laboratories chemicals, hydrochloric sulphuric acid, chlorydric, citric, amoniac, acetone, esters, carbon tetrachloride, methanol. Also wants to import laboratory equipment. Sochima S.A., 62, rue de Nimy, Mons. I.R. 207.

■ **BOLIVIA**—Caustic soda, flakes, 20 t.; sodium carboxymethyicellulose, 10 t.; sodium acid pyrophosphate, 5 t.; hydrocarb, 5 t.; jellyflake, 12 t.; q-broxin, 9 t.; Invitation No. 96; tubing, 2⅜ OD x 4.7 lb-ft, grades N-80 and J-55, with thread protectors, 15,000, Invitation No. 97. PA#511-898-256-2201. Limited worldwide (898). Bid deadline August 19. Yacimientos Petroliferos Fiscales Bolivianos, Apartado Correo No. 401, La Paz.★ SBC-287.

BRAZIL—Sodium bicarbonate, ammonium bicarbonate. Direct purchase and agency. J. Alves Verissimo S.A. Comercio e Importacao, (importer, distributor), Caixa Postal 6363, Sao Paulo.

Wyoming bentonite. Industria e Comercio Atlantis Brasil, Ltda., (manufacturer), Caixa Postal 7137, Sao Paulo. WTD 2/15/63.

Heavy industrial chemicals; requests replies from manufacturers only. Direct purchase and agency. Empreendimentos e Desenvolvimento da Industria, Importacao e Exportacao Edimpex, Ltda., (exporter, importer, sales agent), Avenida Paulista 2073, Sao Paulo. WTD 6/7/63.

CONGO REPUBLIC—Chemicals; requests replies from manufacturers only. Desco de Schulthess & Co., (importer), B.P. 2322, Elizabethville, Katanga.

FRANCE—All kinds of industrial chemical products. Direct purchase and agency. Ets. Debauche & Cie, (importer, dealer), Vieux Conde (Nord).

GERMANY—Ethyleneglycol, first and/or second grades, in 50 or 100 ton lots. Hermann Wahlberg, (importer), Sottorfallee 18, Hamburg-Lokstedt.

● **IRAQ**—Stabilized bleaching powder, min., 30% available chlorine in 500 kg. drums, 15 mt. Tender No. 12, bid deadline August 10. Directorate General of Municipalities, Ministry of Municipalities, Baghdad.★ (Telephone: WO 7-2008).

ISRAEL—Various fine chemicals; desires offers from competitive firms. Chemorad, Ltd., (importer, wholesaler, retailer), 22 Harakevet St., Tel Aviv.

JAPAN—Calcium superphosphate, double and/or triple, in moderate quantities. Katoh & Co., Ltd., (trading co.), 22, 8-chome, Kobikicho, Naka-Ku, Nagoya.

MEXICO—Aniline dyes, finishing chemicals for the textile industry. Turcia, S.A., (importer, wholesaler), Cedro No. 211, Mexico 4, D.F. WTD 6/12/63.

NETHERLANDS—Chemicals for the footwear industry; requests replies from manufacturers only. C. V. J. Wildeman & Co., (importing distributors), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

■ **PAKISTAN**—Potassium chlorate, 38 tons; antimony sulphide, three tons; potassium bichromate, one ton. Delivery period ending November 16. On U.S. flag vessel, c&f Chittagong. The Dacca Match Factory, Ltd., 22 Imamganj, Dacca 1, E. Cable: SAFETYMATCH, Dacca. S/A No. 285831.

■ Pvc polymer powder-making grade for use in artificial leather cloth, for coating the passe on cloth, $6,720; d.o.p plasticizer, $1,060; calcium stearatem $630. S/A No. RM055872. Bella Artifitex Industries, Ltd., 35/36, Jinnah Ave., P.O. box 66, Dacca. Cable: BELLA, Dacca. C&f Chittagong.

Both the above are for loan No. 391-H-056. U.S. source. Quotations desired by August 13. SBC-285.

SWEDEN—Granulated sodium tripoly phosphate; requests replies from manufacturers only. Direct purchase and agency. Forssman & Holmgran, (wholesaler, agent), Box 13, Goteborg 1. WTD 2/8/63.

282 Synthetic Materials

AUSTRALIA—Plastic similar to a German product known as Tygon B-44-4: large quantities of cellulose acetate butyrate powder or crystals; formular lists, technical information, product lists also desired. Direct purchase and agency. Electra Industrial Cables, Pty., Ltd., (manufacturer), 110 Monegue Rd., South Brisbane, Queensland.

★★ BELGIUM—Trade Mission

Rigid polyurathene foam pellets desired for import. Cooppal, Poudrerie Royale de Wetteren 13, rue d'Arenberg, Bruxelles. I.R. 124.

Polyethylene molding powders; polyprotylene molding powders, polyester resin, acrylic monomer molding powders, p.v.c. molding powders, polyamid molding powders, polystyrene foam raw materials, polyurathane foam raw materials, Attraco-Atlantic Trading

Co., S.A., 294, rue Royale, Brussels. WTD 3/29/62 I.R. 65.

Wants to represent pliofilm, polyethylene used for packaging. Papeterie Scaldia, 14, rue Ledeganck, Anvers. WTD 6/29/53 I.R. 81.★

Wants to handle products such as polyurathane, polyester, pharmaceuticals (excluding aspirin), polyamides, polycarbonates, polypropylene not in competition with the Monsanto line. Ets. Osterrieth S.A., 64, Longue rue Neuve, Antwerp. WTD 6/6/62 I.R. 269.

Plastic building panels for sandwich panel construction. Constructions Maseni, Brussels, NCIA I.R. 425.

BRAZIL—Nylon resins; requests replies from manufacturers only. Empreendimentos e Desenvolvimento da Industria, Importacao e Exportacao Edimpex, Ltda., (exporter, importer, sales agent), Avenida Paulista 2073, Sao Paulo. WTD 6/7/63.

CEYLON—Machinery for the manufacture of p.v.c. sheeting, artificial leather cloth. Ceylon Textiles, Ltd., (importing distributor), Post box 50, Colombo 11.

FRANCE—Polyetrofluorethylene based plastic parts and joints. Teflon Baudoin, (manufacturer), 5 rue Godot de Mauroy, Paris. WTD 4/30/63.

NETHERLANDS—Vinyl sheeting, coated, flocked or impregnated pvc materials for the shoe, leather industries; extruded vinyl on foam for leather industry. C. V. J. Wildeman & Co., (importing distributor), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

Nylon, polystyrene, polyethylene, polycarbonate, polyurethane products for the building materials industry. De Vries Chemiebouw N.V., (importing distributor, commission agent), 26 Graaf Willemlaan, Amstelveen. WTD 7/18/63.

■ **PAKISTAN**—Nylon twine, U.S.A. standard sizes 210d/Z/1 to 21. The quotations should be for each size separately shown; tender should accompany samples quoted. Loan No. 391-H-056. U.S. source. S/A No. RM 056067. The Provincial Fishermen's Cooperative Society, Ltd., East Pakistan, Iqbal Rd., Chittagong, Post Box 27. Quotation deadline August 13. SBC-285.

283 Drugs

★★ BELGIUM—Trade Mission

Chemicals for production of pharmaceutical preparations. Ludeco, 115, Ave. Albert Giraud, Brussels. I.R. 412.

Pharmaceuticals such as drugs used in X-ray, tranquilizers, treatment for cancer, gynecology, epilepsy, antibiotics. Firma Nordic, 8, Gemeente straat, Antwerp. I.R. 357.★

Pharmaceutical products such as vitamins, hormones, veterinary pharmaceuticals for livestock, poultry management. Ets Sanders, 47, rue H. Waffelaerts, Brussels. WTD 6/63 I.R. 164.

Wholesaler desires pharmaceutical specialties, ethical drugs for distribution in Common Market area. Ets. A. de Bournonville et Fils S.A., Laboratoires "perfecta," 32-38 rue aux Fleurs, Brussels. I.R. 56.★

Extracts for pharmaceutical products for allergies, asthma, hay fever, such as pollene, peniciline, specialized bacteriological materials. Ets. Gen. "biophady," 4 Quai Fernand Demets, Brussels 7. WTD 2/3/61 I.R. 39.★

Specialty pharmaceuticals such as veterinary vaccines, dewormers, growing aids; ethical pharmaceuticals, cosmetic specialties. Ets. Mees, 198, Ave. de Scheut, Bruxelles. WTD 5/31/63 I.R. 139.

New antibiotic ethical drugs such as those for cholesterol high blood pressure. Wishes to export antihistamines, antirumatics. Delta-G Laboratoires, 257, chaussee de Turnhout, Anvers. WTD 6/2/61 I.R. 279.

Enzymes, synthetic heparine and derivatives. S.I.D., S.A. Pharbil, Societe d'Industrie et de Distribution, 112 rue des Palais, Bruxelles 3. WTD 5/63 I.R. 134.★

Pharmaceutical products such as ethical drugs, vitamins, hormones. Egephar, 28 rue Wayenberg, Brussels. NCIA I.R. 121.

Pharmaceutical, veterinary products, e.g. vitamins, enzymes, hormones, insecticides, cough syrups, skin ointments. S. A. Borgers, 55 Ave. Reine Astrid, Diest. I.R. 381.

Vitamins, other pharmaceuticals. Laboratoires Dobourg, Brisee No. 1, Maisieres (Mons). I.R. 421.

Manufacturer desires ethical drugs in form of raw materials or semi-finished materials to be used for human consumption. Interested in new developments such as anti-cough medicines, anti-histamines, bacteriastatics. Kela Laboratoria, 155, Belgielei, Antwerp. WTD 6/3/63 I.R. 337.

Pharmaceutical products such as ethical drugs, vitamins, enzymes, research biochemicals, hormones desired by manufacturer-wholesaler. Laboratoires Legia Federa, 10 rue des Croisiers, Liege. I.R. 189.

GREECE—Veterinary drugs. Direct purchase and agency; requests replies from manufacturers only. Sarantis Arnakis, (commission agent), 8 Dodecanesou St., Thessaloniki. WTD 5/16/63.

HONG KONG—Pharmaceutical specialties. Edinburgh & Co., (importer, exporter), 403 Hing Wai Bldg., G.P.O. box 14895, Hong Kong. WTD 2/20/63.

● **INDIA**—Penicillin G. Potassium first crystals, 7-million mega units; streptomycin sulphate, 20,000 kg.; dihydrostreptomycin sulphate, 17,000 kg.; Bid deadline August 12. Hindustan Antibiotics, Ltd., Pimpri Poona, Maharashtra.★ (Telephone: WO 7-3394).

● **NEW ZEALAND**—Chlorpromazine hydro chloride tablets, b.p.; 250,000 tablets—25 mg., 500,000 tablets—50 mg., 750,000 tablets—100 mg., packed in 1,000 tablet containers. Tender health 13/8/53; bid deadline August 13. The Director-General of Health, P.O. box 5013, Wellington.★ (Telephone: WO 7-3394).

NIGERIA—Patent medicines. Fijafolu Trading Co., (importer, wholesaler), P.O. box 1371, Ibadan. WTD 7/17/63.

■ **PAKISTAN**—Aneurine hydrochloride; riboflavine; nicotinamide; biotin; vitamins; acids, 70 items, large quantities. S/A No. RM 041825. Loan No. 391-H-066. U.S. source. Quotation deadline August 12. Chief Laboratories, Ltd., F/1, s.i.t.e., Opp. General Motors, Hub River Rd., Karachi 13. Cable: BARKATI. SBC-281.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BELGIUM—Beauty products, cosmetics, perfumery. Albert Haeleydt, (retailer), 18 Kattestraat, Aalst. WTD 6/26/63.

★★ BELGIUM—Trade Mission

Manufacturer wants health and beauty aids, also raw materials used in production of same. Cie. Nationale Des Parfums, 34 Square Aug. Smets, Bruxelles. I.R. 198.

Solvent reclaimers for commercial laundry, drycleaning operations. Desires to export products, principally centrifuges. J. Heynssens, 37 Einde were, Ghent. I.R. 46.★

Importer desires to act as agent for firms producing beauty preparations, specialty cosmetics. Prefers small and medium sized companies. Baes Maurice, 4 bis Ave. des Mesanges, Lavervel. I.R. 190.★

Soaps, soap chemicals, special industrial soaps, bleaches, dyes, tints. Ets. Cristel and Haurens S.A., 8 rue Gaucet, Liege. I.R. 182.

HONG KONG—Cosmetics, perfumes. Edinburgh & Co., (importer, exporter), 403 Hing Wai Bldg., G.P.O. box 14895, Hong Kong. WTD 2/20/63.

NIGERIA—Perfumery items. Fijafolu Trading Co., (importer, wholesaler), P.O. box 1371, Ibadan. WTD 7/17/63.

285 Paints, Varnishes, Lacquers, Enamels

★★ BELGIUM—Trade Mission

Wall paints, industrial and domestic, all types including enamels, lacquers, preservatives. Territory Benelux, Middle East, Congo Republic. S.A. Stella, 1, Ave. Emmanuel, Machelen B.T. WTD 3/61 I.R. 163.

FRANCE—All kinds of paints, especially those of novel character. Direct purchase and agency; request replies in French. Ets. D. Lelluch & Cie-Christicolor, (importer, dealer), 56 rue de Malte, Paris 11e.

All types of marine paints. Direct purchase and agency; requests replies in French. C.D.F.I.N.A., (importing distributor), 20 Quai de Rive Neuve, Marseille. WTD 6/28/63.

GREECE—Wall paints for own use. D. & C. Pananos & E. Eliopoulos, (contractor), 6 Dragatsaniou St., Athens. WTD 6/27/63.

286 Gum, Wood Chemicals

★★ BELGIUM—Trade Mission

Ethyl alcohol. Societe Vicola, 24 rue Philippe le bon, Bruxelles. I.R. 160.

287 Agricultural Chemicals

★★ BELGIUM—Trade Mission

Insecticides, raw materials used in production desired by manufacturer. S.A. Produits Pharmaceutiaues et Chimiques, 4 Sq. Auguste Smets, Brussels 7. I.R. 167.

BRAZIL—Chemicals for fertilizers. Direct purchase and agency. J. Alves Verissimo S.A., (importer, distributor), Caixa Postal 6363, Sao Paulo.

GREECE—Insecticides, fungicides, herbicides; requests replies from manufacturers only. Direct purchase and agency. Sarantis Arnakis, (commission agent), 8 Dodecanesou St., Thessaloniki. WTD 5/16/63.

● **IRAN**—DDT, 10 tons 75% wettable powder, five tons tindane 25% wettable powder. Bid deadline September 2. Iranian Sugar Factories, Tehran.★ (Telephone: WOrth 7-3910).

ISRAEL—Newly-developed technical insecticides for agricultural purposes. Direct purchase and agency. Neopharm, Ltd., (importer, manufacturer's agent), 7 Pinsker St., P.O. box 3065, Tel Aviv. WTD 1/22/63.

NEW ZEALAND—Pre-packaged fertilizer. Butland Industries, Ltd., (importer, exporter, manufacturer), Dilworth Bldg., Customs St., or P.O. box 2226, Auckland. WTD 5/8/63.

289 Chemical Products

★★ BELGIUM—Trade Mission

Specialty chemical items eg. rust inhibitors, coated asbestos packings, plastic marine coat-

ings, maintenance chemicals. Wishes to export lube greases. S.A. Vulhopp, 1, Quai des Materiaux, Brussels. I.R. 50.★

Wants to act as agent for complete line of plastic molding products such as polyethylene, polystylene, polyester, p.v.c., urathanes, epoxy; machines for these materials, complete line of themo, themosets; detergents, chemicals for paper industry, paint, varnish, waxes, soaps, petroleum based solvents. E. J. Kennes and Co., S.A., 80, Meir, Antwerp. WTD 2/13/63 I.R. 287.

New lines of maintenance chemicals such as clearing compounds, anticorrosion coatings, non-slip floor finishes. Firme Lovanyl p.v.b.a., Oude Kerkstraat, 51, Antwerp. I.R. 331.

Importer desires products such as antifreeze, brake fluids, service greases, transmission fluids. Would act as commission agent and for wholesaler. Benelux territory. Bullsoil Import Co., s.p.r.l., 47, Leuvense Steenweg, Boortmeerbeek. I.R. 115.

Glues, thermo-fusible glue for industrial use. E. Verhasselt S.A., 94 Chaussee de Mons, Zuen-Brussels. I.R. 234.★

Specific chemicals, pharmaceuticals, eg. quinine, cetyl alcohol, lecithin, coiffure dyes, chemicals, hormones, vitamins. A tanghe s.p.r.l., 57, Mechelsesteenweg, Antwerp. I.R. 277.

BRAZIL—Carbon black; microcristalline wax; polyethylene wax. Industria e Comercio Atlantis Brasil, Ltds., (manufacturer), Caixa Postal 7137, Sao Paulo. WTD 2/15/63.

CEYLON—Prime crystal flakes/hen egg albumen glue used in the manufacture of crown corks. The Universal Metal Cork Co., Ltd., (manufacturer), P.O. box 621, Colombo. WTD 6/27/63.

FRANCE—Essential oils and aromatic products for laboratories, confectionery. Societe Fonciere & Commerciale du Levant, (importer, dealer), 7 rue Auber, Paris 9e.

291 Petroleum Refining

GERMANY—Gas oil (German type 53-57), marine diesel oil destillates, extra light heating oil (German type din 51603) for bunkering purposes; also offers storage, distribution services for such products for foreign account. Diersch & Schroeder, (importer, exporter, manufacturer, wholesaler), Cuxhavenerstrasse 42-44, Bremen.

295 Paving, Roofing Materials

★★ BELGIUM—Trade Mission

Asphalt shingles, square butt type, dark colors only—anthracite black, dark green. M. H. Lummerzheim and Co., Zeeschipstraat, 107, Gand. I.R. 347.

299 Products of Petroleum, Coal

LUXEMBOURG—Lubricating oil, grease, petroleum derivative; requests replies in French or German; direct purchase and exclusive agency. Intergaz S.A., (importer, wholesaler, exporter), Luxembourg-Bertrange/Gare. WTD 7/6/63.

TRUCIAL STATES—Motor oil. Salim A. Aziz Mukhawai, (retailer), P.O. box 603, Dubai. WTD 6/30/63.

301 Tires, Tubes

THAILAND—Automotive tires, tubeless tires. Direct purchase and agency. B.N.C., Ltd., (importer, wholesaler, retailer, manufacturer's agent), 183-185 Jawaraj Rd., Bangkok. WTD 4/12/63.

302 Rubber Footwear

BARBADOS—Women's, men's shoes, rubber; requests replies from manufacturers only. J. Astaphan & Co., Ltd., (general merchant), P.O. box 82, Roseau, Dominica, W.I. WTD 7/11/63.

306 Fabricated Rubber Products

FRANCE—Fabrics for manufacturing raincoats. Direct purchase and agency. Societe Esse Export, (manufacturer, dealer), 108 rue du Ruisseau, Paris 18e.

Waterproof fabrics for rainwear. Societe Folding, (manufacturer, importer, exporter), 15 rue Martel, Paris 10e. WTD 6/17/63.

GERMANY—Industrial rubber gloves. Direct purchase and agency. Lederwarenfabrik Karl Uhl, (manufacturer, importer), P.O. box 22, 7460 Balingen. WTD 4/23/62.

Rubber soles. Direct purchase and agency. Hammermueller & Naundorf, (wholesaler, agent, importer), Postfach 60, 8522 Herzogenaurach bei Nuernberg. WTD 6/24/63.

Rubber water hose: ½, ¾ and 1" dia. Nordwest, Eisenund Metallwaren GmbH, (purchasing cooperative), 32-34 Berlinerstrasse, 58 Hagen. WTD 6/20/63.

307 Plastics Products

BARBADOS—Plastic wares; requests replies from manufacturers only. J. Astaphan & Co., Ltd., (general merchants), P.O. box 82, Roseau, Dominica. W.I. WTD 7/11/63.

★★ BELGIUM—Trade Mission

Specialized plastics items, packaging items such as vacuum-formed Mylar films, thermoformed pvc packaging stock, partly-processed thermo-plastic films, sheeting; small-capacity vacuum-forming machines for small plant packaging operations such as blister packaging; inexpensive line of fountain pens. Seeks exclusive agency for all items or machines. Ets. Rene Van Leeuwen, 17, Ijzeren Leen, Malines. I.R. 117.

FRANCE—Plastic camping containers, tableware; requests replies in French. Direct purchase and agency. Sport Plastique—L. Schorgere, (manufacturer, wholesaler) 8 bis rue Deguerry, Paris 11e.

Plastic flooring, vinyl, other coating; requests replies in French. Ets. Saint-Chamond Granat, (importer, wholesaler, distributor), 219 bld. Saint-Denis, Courbevoie (Seine).

GERMANY—Plastic foil, household aprons made of plastic materials, shopping bags made of plastic materials, household utensils made of polyvinyl chloride plastics for sale in department stores. Direct purchase and agency. G. E. Hermann Roemer, Plasticwarenfabrik, (manufacturer, importer, exporter, wholesaler, agent), 18 Schwaighofstrasse, Freiburg/Breisgau.

Polyvinyl chloride floor coverings; requests replies in German. Spies, Hecker & Co., (manufacturer), Lackfabrik, 91 Raderthalerstrasse, 5 Koeln-Raderthal. WTD 6/20/63.

Plastics hose: ½, ¾, and 1" dia. Nordwest, Eisenund Metallwaren GmbH, (purchasing cooperative), 32-34 Berlinerstrasse, 58 Hagen. WTD 6/20/63.

Plastic, plastic-coated industrial gloves. Direct purchase and agency. Lederwarenfabrik Karl Uhl, (manufacturer, importer), P.O. box 22, 7460 Balingen. WTD 4/23/63.

Plastic floor, wall tiles. Fr. Bobenhausen K.G., (wholesaler), 19-25 Engelbert-Kaempfer-Strasse, 492 Lemgo. WTD 5/22/63.

GREECE—Plastic wall coverings, plastic flooring. D. & C. Pananos & E. Eliopoulos, (contractors), 6 Dragatsaniou St., Athens. WTD 6/27/63.

SWEDEN—Plastic tableware; shrinkable plastic wrapping film for food products, plastic food containers, bags; artificial edible sausage casing, film. Direct purchase and agency. AB Legis, (agent), Kelsjovagen 21, Goteborg.

310 Leather, Leather Products

NETHERLANDS—Raw materials, all kinds of leather to be used in the manufacture of footwear, leather goods; requests replies from manufacturers only. C.V.J. Wildeman & Co., (importing distributors), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

311 Leather Tanning, Finishing

BELGIUM—Rawhides, skins, leather, suede, for the manufacture of men's, ladies' clothing. Belaco, S.p.r.l. (importer, wholesaler, manufacturer), 9 rue Gheude, Brussels 7. WTD 6/27/63.

FRANCE—Leather for the manufacture of leather garments. Direct purchase and agency. Peausserie Du Midi, (importer, dealer), 10 bld. Jules Ferry, Paris. WTD 6/5/63.

HONG KONG—Chrome tanned upper leather for shoes in calf quality. Harrison (Hong Kong), Ltd., (importers, exporters), 20 Stanley St., 2nd Fl. P.O. box 1631, Hong Kong. WTD 2/16/62.

MOROCCO—Chrome-tanned calf skin flesh splits (as butts); thickness 2 mm. or more; monthly requirement: approx. 50,000 sq. ft. S.T.A.G., (Societe des Tanneries Grard), (manufacturer), Km. 5,400 Blvd. Moulay Ismael, Casablanca. WTD 5/13/63.

313 Boot, Shoe Cut Stock, Findings

GERMANY—Upper and lining leather. Direct purchase and agency. Hammermueller & Naundorf, (wholesaler, agent, importer), Postfach 60, 8522 Herzogenaurach bei Nuernberg. WTD 6/24/63.

NETHERLANDS—All kinds of findings, accessories for the shoe, leather goods industry; requests replies from manufacturers only. C.V.J. Wildeman & Co., (importing distributors), 2 Tuinstraat, Waalwijk, WTD 1/14/63.

314 Footwear, Except Rubber

BARBADOS—Women's, men's shoes, leather; requests replies from manufacturers only. J. Astaphan & Co., Ltd., (general merchant), P.O. box 82, Roseau, Dominica, W.I. WTD 7/11/63.

317 Handbags, Personal Leather Goods

GERMANY—Small unique leathergoods costing up to US$25.00, eg. wallets, purses, slippers, small handbags. Direct purchase and agency. G. D. Akerberg & Co., (importer, manufacturer's representative), Erlenstrasse 2, Hamburg-Lokstedt. WTD 7/12/62.

325 Structural Clay Products

GERMANY—Floor, wall tiles. Fr. Bobenhausen K.G., (wholesaler), 19-25 Engelbert-Kaempfer-Strasse, 492 Lemgo. WTD 5/22/63.

326 Pottery

FRANCE—Chinaware, earthenware, ceramics; requests replies in French. Societe Damay, (manufacturer), 5 bis rue Martel, Paris 10e. WTD 3/5/63.

327 Concrete, Gypsum, Plaster Products

GERMANY—Gypsum plasterboards, cardboard coated wallboards, used in building construction. C. E. Mueller & Co., (wholesaler, importer, sales agent), 28 Bremen, Hastedter Heerstrasse 331. WTD 7/12/63.

330 Primary Metal Industries

★★ BELGIUM—Trade Mission

Stainless steel in every shape; aluminum products finished and semi-finished for industry in general including the building industry for distribution throughout the Common Market. Metaux Legers et Metaux Non Ferreux S.A., 105-115, rue Charles Demeer, Brussels. WTD 1/15/58 I.R. 158.

BRAZIL—Ferrous and nonferrous metals, all forms, shapes; requests replies from manufacturers only. Empreendimentos e Desenvolvimento da Industria, Importacao e Exportacao Edimpex, Ltda., (importer, exporter, sales agent), Avenida Paulista 2073, Sao Paulo. WTD 6/7/63.

331 Steel Mill Products

AUSTRALIA—Prices on minimum quantities of five lt. of bright mild steel rolls, sae 1030 and 1020—grades 1, 2; rounds and hexagons in grade 1 for shafting, general engineering; rounds, squares, hexagons, flats in grade 2 for general machining; also 48" or wider coils of stainless steel sheet—aisi standards 302, 304, 316, 321, 430. The Dacra Co., Pty., Ltd, (importer, exporter), 15 Hamilton St., or Box 1054, G.P.O., Sydney, N.S.W. WTD 2/1/63.

● **GREECE**—Track turnouts, 150 im., gauge from 31.576 kg/m rail. Tender No. B/487/63, bid deadline August 23. Ministry of Commerce, State Purchases Directory "B," 50 Socratous St., Athens. (Telephone: WO 7-2363).★

■ **INDIA**—M. s. black sheets, plain, 14, 16 and 18 s.w.g.; size 8'x3'-4', 28 tons. Import license No. DL/55/410/03101/0024. Anad Automobiles, S. 304, Bombay Agra Rd., Mulund, Bombay 80 NB. Quotations desired by August 11.

■ Requirement of steel for the manufacture of ball pins for tie rod ends for automobiles, cold drawn bright straight bars in lengths of 11 to 12 ft., black, to en and sae specification, various sizes, approx. 40 tons. Import license No. DL/55/757/03201/0084. Cable: AUTOWORKS, Madras. Rane, (Madras), Ltd., 354 M.K.N. Rd., Alandur, Madras. Deadline August 10.

Both the above are for loan No. 386-H-082. U.S. source.★ SBC-282.

■ CRCA enamelling grade drawing quality steel sheets, pickled, oiled, size 53"x38"x20G, 48 mt.; same, except 85"x39"x20G; 15 mt.; same, but 64"x30½"x20G, 43 mt.; extra deep drawing cold mangled, pickled, oiled steel sheets, 76"x38"x10G, 27 mt., same but 8'x3'x 14G, 20 tons. Import license No. DL/55/138/03101/0123. Loan No. 386-H-082. U.S. source. Quotations desired by August 10. The Hyderabad Allwyn Metal Works, Ltd., Sanatnager, P.O., Hyderabad 18, A.P.★ SBC-283.

● Tubes, hydraulic, boiler, seamless and/or welded, various sizes, quantities to spec. BSS 3059/2 and 3. Tender No. 31/SBT/IDA, bid deadline August 28. Tender forms can be obtained from Controller of Stories, Bombay Port Trust, Clarke Bunder, Mazagaon, Bombay 10, for 63 cents set, plus airmail charge of 84 cents each set.

■ Stainless steel tubes, seamless cold drawn, to aisi 304, dairy bright finish outside, inside, pickled, in random lengths, 1"x2½", OD X 18G, 1300 ft.; stainless steel tubes seamless cold drawn, pickled inside and out, random lengths, from ½" to 4¼" size to aisi 321, 316 and 316L, 2400 ft., approx.; stainless steel seamless cold drawn pipes, aisi 316 and 316L, pickled inside and out, random lengths, to schedules 80, 40, 10, size ½", ¾", 1", 1¼", 1½", 2", 2½", 3", 4" & 5", 150 ft. each size; thick wall cold or hot drawn tubing, various sizes, 5100 lb., cif basis. Loan No. 217. U.S. source. Quotation deadline August 15. Larsen & Toubro, Ltd., P.B. No. 278, I.C. House, Dougall Rd., Ballard Estate, Bombay 1. Import license No. A-592093/61/AU-DW/CCI/HQ/RM/LII-E.★ SBC-286.

NIGERIA—Tubular steel for manufacture of tubular steel furniture; requests catalogues and price quotations c.i.f. Lagos. Nigeria Industrial Products, (manufacturer), Bank Rd., P.O. box 349, Ibadan. WTD 6/17/63.

■ **PAKISTAN**—Cold rolled steel sheets, commercial quality, oiled, soft temper, packed in paper lined metal envelopes, banded on skids, each weighing approx. 3 tons, to astm-A-366, mills test certificate to be furnished, 8'x3', 24, 26, 28, 30, 31 BG, 400 lt.; cold rolled steel sheets waste waste, open hearth mild, annealed, oiled, unassorted, bwg 24 to 29, 18" to 30" and larger, about 100 tons, packed on export lifts, unwrapped of about 3000 lb., sprayed with oil. Also in original mill export packing in waterproof paper and mill metal wrapper, strapped in wooden skids; tin mill black plate waste waste, unassorted to size and gauge, 18"x24" mostly, 20"x28" mostly, 29 gauge and lighter, about 100 tons, original mill packing. Loan No. 391-H-056. U.S. source. Quotation deadline August 12. Pakistan Aluminium & Industrial Works, Ltd., Jehangir Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. G.P.O. Box no. 296. Cable: SHEETS, Karachi. Import license No. 336365. SBC-284.

■ M.S. sheets, cold rolled, close annealed, pickled and oiled, to astm-A-366-58T, 8'x3'x20-28 gauge and/or, tinplate, size 20"x30" and/or 18¾"x28"x30 gauge. Pervez Mechanical & Engineering Words, Ltd., Bunder Rd., Karachi. Cable: FEROZWALA. Import license No. 252891. Dollar amount $5,192.

■ M.S. sheets, cold rolled, close annealed, pickled and oiled, to astma-A-366-58T, 8'x3'x 20-28 gauge and/or, tinplate, size 20"x30" and/or 18¾"x28"x30 gauge. Pervez Mechanical & Engineering Works, Ltd., Bunder Rd., Karachi. Cable: FEROZWALA. Import license No. 252891. Dollar amount $5,192.

■ M.S. sheets, cold rolled, close annealed, pickled, oiled, to astm-A-366-58T, size 6x3', gauges 18-28. Dollar amount $8,925. Import license No. 252914. Metal Crafts Corp., Chu lam Husain Quasim Rd., Garden W., Karachi.

■ Tinplate, electrolytic, various, 607.00 lt.; g.i. handle wire, 7.5 lt. C&f price broken down as f.a.s. price per lt., freight from U.S. port/Karachi, shipment on 100% U.S. flag vessels. S/A No. 217568. Caltex Oil, (Pakistan), Ltd., Qamac House, P.O. box 4778, Karachi. Cable: CALTEX, Karachi.

All the above are for loan No. 391-H-066; U.S. source. Quotation deadline August 15. SBC-285.

■ CRCA sheets, mild steel, bright finish, pickled, oiled, 14, 16, 18, 20, 22, 24, 26, 28 & 30, usg. worth about $5,169; g.i. wire, bwg 2, 4, 6, 8, 10, 12, 14, 28, 30, $2000; spring steel wire, bright, 15, 16, 17, 18, 19, 20, 22, 30, 32, bwg, $1500; black annealed wire soft, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12 bwg, $2000. S/A No. 252966. Karachi Industrial Corp., Juna Dhobi Ghat, Badshai Rd., Karachi 3. Cable: AMERICANO-SADAR, Karachi 3.

■ Bright hard soap drawn mild steel wire to analysis C-0.10% max., si. in traces, mn. 0.45-0.60%, s. 0.025%, p 0.025% max. Tolerances plus 0.01 mm.,-0.02 mm., 6, 8, 10, 12, 14 swg, 330 tons. To special conditions. S/A No. 231913. Pakistan Welding Electrodes, Ltd., Plot No. 19/E, S.I.T.E., Karachi 16. Cable: PAWELECTRO. C&f.

Both the above are for loan No. 391-H-066. U.S. source. Quotation deadline August 15. SBC-285.

■ Bright steel nail wire, hard drawn, suitable for making nail wire, to standard U.S. specifications, gauges, 6,7,8,9,10,11,12,13,14,16,17, 20,22,24. Worth $34,622. In one cwt. coils. S/A No. 333263. Punjab Material Stores, Kutchi Gali No. 3, P.O. box 4081, Karachi 2.

■ Cold rolled close annealed steel, pickled, oiled sheets, prime quality, 3'x8' size, 18,20, 22,24 gauges, packed in metal containers on skids, not exceeding 6000 lb., in equal quantities, worth about $25,200, C&f. S/A No. 330660. Babar Metal Industries, #34, S.I.T.E., Karachi. Cable: SAFETY, Karachi.

■ Tinpate, prime coke quality, 1.25 oz. tin coating, 30 gauge, size 18¾x28x20x30 in. $16,608. S/A No. 251701. United Tin Can Manufacturing Co., Udgawdas Tarachand Rd., Garden W.

All the above are for loan No. 391-H-066. U.S. source. Quotations desired by August 15. SBC-285.

■ Foundry pig iron, grade 1, to U.S. specification, certain analysis, $66,780. C&f. fas price and freight quoted separately. S/A No. 331060. Central Mechanical Engineering Co., Ltd., Off. Lawrence Rd., Karachi. Cable: TURNERS, Karachi. SBC-285.

■ Prime electrolytic tinplate, U.S. 0.75 lb. coating, size 20"x28"; mill accumulation prime electrolytic tinplates 0.50 lb. 0.75 lb. and differential coating, 90, 100 and 107 lb. base wgt., in min. size of 20"x28". H.T.F.L. Karachi, 100% flag vessel. S/A No. 254557. Dollar amount $48,794. Haidary Tin Factory, Ltd., C/41, S.I.T.E., Karachi 13.

■ M.S. billets, $57,330. To sae-1025, tensile strength 28/33 tons per sq. in. Elongation 25%, min. each billet heat stamped, works test certificate to be furnished. Size 2"x2" and/or 2½"x2½", 18' long and up. Qadri Bros., Foundry & Workshop, Plot No. B-36, S.I.T.E., Karachi. S/A No. 252459. Fas & c&f basis.

All the above are for loan No. 391-H-066. U.S. source. Quotation deadline August 13 for first item; August 12 for last two items. SBC-285.

■ Cold reduced electrolytic tinplate, for fourgal. tins, unassorted grades. Dollar amount 195,883. Import license 249509. Loan No. 391-H-056. U.S. source. Burmah-Shell Oil Storage & Distributing Co., of Pakistan, Ltd., P.O. box No. 4712, Cotton Exchange, McLeod Rd., Karachi. Cable: BURMASHEL, Karachi.★ SBC-286.

■ **VIETNAM**—Mild cold rolled stretcher level sheet steel, 18" wide, 1500 lin. ft., 20 ga.; 16" wide, 1500 lin. ft., 20 ga.; registers, 168 lin. ft. diffusers, linera type, 163 each; diffusers, under seat type, 165 each; aluminum flagpole, complete with accessories, clocks. PIO/C No. 430-AC-54-AC-9-30315. Invitation No. 0914-25063. Limited worldwide (901). Bid deadline August 14. Central Purchasing Authority, P.O. box H-5, Saigon. SBC-287.

333 Primary Smelting, Refining of Nonferrous Metals

★★ BELGIUM—Trade Mission

Zinc plates, sheets. Antwerp Steel Export,

2-3, Groenplaats, Antwerp. WTD 3/21/62 I.R. 428.

Prepainted coil metal stripping, both steel, aluminium, for general manufacture of industrial equipment, store fixtures, metal furniture, desks; for use in industrial and residential buildings. Ets. Vandecappelle gebrs. N.V., Rumbekestrenweg 279, Roeselare. I.R. 429.

334 Secondary Smelting, Refining of Nonferrous Metals

● **INDIA**—Tin ingots, 10 mt., 99.75% pure. Tender No. HAL:FDY/608/29/X/B/1038-63, bid deadline August 28. Controller of Purchase, Hindustan Aircraft, Ltd., P.O., Bangalore 17, Mysore.★ (Telephone: WOrth 7-2684).

335 Rolling, Drawing, Extruding of Nonferrous Metals

CONGO—Aluminum discs for supply of aluminum discs, 99.5% pure, to be pressed into kitchenware: hard discs in sizes ranging from 199-340 mm. in dia. and 6/10-8/10 mm. thickness; soft disc in sizes ranging from 310-500 mm. in dia. and 7/10-25/10 mm. thickness; average price per ton for each quality f.o.b. U.S. port; requests pro-forma offers from U.S. manufacturers. Establissements G. Pileri, (manufacturer), B.P. 163, Jadotville, Katanga.

GERMANY—Marine cable (German types mk, mko, mkoy, mkhoy), ground cable (German types nyy), electrical wire for residential construction (German types nym, nyruzy); requests replies from manufacturers only; fob U.S. seaport or cif German seaport. Direct purchase and agency. Wilhelm Berding, (importer, wholesaler, sales agent), Schulstrasse 7, Bremerhaven. WTD 2/7/62.

■ **GREECE**—Copper tubes, various dia., sizes. Invitation No. 285. PA#240-898-221-2203. Tender No. 6094. Limited worldwide (898). Bid deadline August 23. Hellenic State Railways (SEK), 34 Themistocleous St., Athens.★ SBC-287.

■ Cables of various types, quantities. Invitation No. 289. Tender No. B/409. PA No. 240-700-898-221-2202. Limited worldwide (898). Bid deadline August 12. Ministry of Trade, Direction General of Procurements, 50 Socrates St., Athens. SBC-287.

● **MOROCCO**—Supply of various sizes of paper-lead telecommunications cable. Bid deadline September 11. Ministere des Postes, des Telegraphes et des Telephones, Services Techniques, Bureau 417, Rabat. Specifications in French.★ (Telephone: WOrth 7-2162).

336 Nonferrous Foundries

ENGLAND—Pre-anodised aluminum sheets in bright and satin finishes, brush finishes; pre-polished and stove lacquered brass sheets, 33-19 swg. Hettich, (Great Britain), Ltd., (manufacturer, exporter, importer, wholesaler), Victoria Rd., Burgess Hill, Sussex. WTD 6/27/63.

■ **PAKISTAN**—Brass strips in coils, 65% copper, 35% zinc, size 0.20x54 mm., 3 tons; 0.25x43, 2 tons; phosphorous bronze wire, specifications jis h 375, pbw2, sn. 5.5-7%, p.o.3 to 0.35%, sn. plus p plus cn. 99.5% min., size 0.5 mm. Packed in moisture proof, oil paper, boxes. C&f basis. Loan No. 391-H-056. U.S. source. Quotations desired by August 15. Pak Pin Industries, Ltd., Oriental Bldg., McLeod Rd., Karachi 2. S/A No. 24482. SBC-285.

339 Primary Metal Industries

FRANCE—Marine anchors. Direct purchase and agency; requests replies in French. C.E.F.I.N.A., (importing distributor), 20 Quai de Rive Nueve, Marseille. WTD 6/28/63.

342 Cutlery, Hand Tools, General Hardware

★★ **BELGIUM—Trade Mission**

Small tools for home and industrial use desired by direct import or on commission agency basis. Markt and Co. Importers, Ltd, 88 rue de la Caserne, Brussels. I.R. 218.

Garden tools, do-it-yourself tools. Ets. Andre van Acker S.A., 92, rue Picard, Bruxelles 2. I.R. 275.

General hardware articles for wholesale distribution. Tuyauteries et Constructions S.A., 43, rue de la Blanchisserie, Brussels. WTD 4/4/61 I.R. 34.

FRANCE—Fasteners, inserts; requests replies in French. Direct purchase and agency. Societe Pyraplastic, (manufacturer), 48 rue Alexandre Dumas, Paris.

GERMANY—Hand tools of all kinds. Ruwag-Werkzeugfabrik, Wagener & Co., (manufacturer), 51 Haendelerstrasse, 56 Wuppertal-Cronenberg. WTD 6/21/63.

Automatic joint filling, tape applying machines, such as used in connection with the application of gypsum plasterboards in building construction. C. E. Mueller & Co., (wholesaler, importer, sales agent), 28 Bremen, Hastedter Heerstrasse 331. WTD 7/12/63.

GREECE—Hand tools, equipment for application of plastic and wooden wall coverings, plastic flooring; equipment for the application of paints. D.&C. Pananos & E. Eliopoulos, (contractor), 6 Dragatsaniou St., Athens. WTD 6/27/63.

NICARAGUA—Furniture hardware; requests catalogues. Felipe Mantica, (exporter, manufacturer), 403 Avenida Roosevelt, Managua. WTD 7/8/63.

NIGERIA—Tube ends, fittings, hardware for tubular steel furniture; requests catalogs and price quotations cif Lagos. Nigeria Industrial Products, (manufacturer), Bank Rd., P.O. box 349, Ibadan. WTD 6/17/63.

PHILIPPINES—Pneumatic door stoppers. Direct purchase and agency. Hooven, (Philippines), Inc., (manufacturer), Sheridan corner Williams Sts., Madaluyong, Rizal, Box 606, Manila.

VENEZUELA—Hardware items in general. Direct purchase and agency. Representaciones Rey Macal, (sales agent), Edificio La Previsora, Principal a Conde, Apartado 6143, Caracas. WTD 6/24/63.

All types of hardware; requests replies from manufacturers only, catalogs, price lists. Direct purchase and agency. E. Padron Wells, (manufacturers' representative), Edificio La Castellana, Avenida Principal la Castellana, Caracas. WTD 6/24/63.

Small hardware items; tools, nails, nuts, bolts, screws. Comercial Asencio, (importing distributor), 41-A Paseo Orinoco, Ciudad Bolivar, Estada Bolivar. WTD 6/24/63.

Accessories, supplies, equipment used in auto upholstering. Direct purchase and agency. RFC de Venezuela, C.A., (importing wholesaler, sales agent), Edificio Sucre, Calle Guaicaipuro, Apartado 13034, El Rosal, Caracas. WTD 6/21/63.

343 Heating Apparatus, Plumbing Fixtures

★★ **BELGIUM—Trade Mission**

Pipe, tubing, valves, plumbing supplies for wholesale. S.A. Sobecomin, 20 rue du Luxembourg, Brussels. WTD 8/27/62 I.R. 59.★

New types of central heating equipment. wallvector, baseboard radiant heating; air conditioning for domestic use only. "Sogaz". (Dept. Chauffage Central), 38 Ave. Rittweger. Machelen, Brabant. I.R. 7.★

344 Fabricated Structural Metal Products

★★ **BELGIUM—Trade Mission**

Heavy fuel oil burners 50-600 kg. range, automatic pre-assembled industrial boilers vaporizing 12 tons steam per hr. Branch plants in France, Germany, Italy, England, licensees in Canada, Australia, New Zealand, South Africa, Japan. Etablissements Wanson, Blvd. de la Woluwe, Haren (Brussels 13). WTD 4/54 I.R. 155.★

Aluminum windows, doors, laners (prefabricated). Rotimex S.A., 32 Ave. Arthur Goemaere, Anvers. WTD 4/10/58. I.R. 69.

Stainless steel valves in full size range for chemical, nuclear, corrosion-proof processing use. Teflon shapes such as tubes, rods, bars, discs. Stainless steel types 304, 403L, 316, 316L. Sogevemi, 10, Ave. des Klauwaerts, Bruxelles. I.R. 76.

Aluminum extrusions for construction industry, eg. windows, doors, storefronts, tablets, ornaments, other prefabricated aluminum products. "Alumoxyd" s.p.r.l., 11-13, Rue du Foyer Schaerbeekois, Brussels. WTD 3/1/61 I.R. 12.★

Desires to act as exclusive agent for prefabricated metal buildings, garages, doors, windows. Ateliers Flemal et Fils, 27 rue Spinois, Montignies s/Sambre. WTD 4/19/62 I.R. 118.

Manufacturer desires aluminum building products such as windows, storm windows, awnings, doors. Industrial and Trading Co., 1, ave. St. Bavon, Zellik (Bruxelles). I.R. 431.

Metal products for building construction such as aluminum windows, doors, hot water heaters, boilers. S.A. Awans-Francois, 70, rue de la Station, Awans-Bierzet. I.R. 409.

Seeks to represent makers of aluminum window frames, prefabricated sections. Houtin s.p.r.l., 31, Koninklijkelaan, Berchem (Antwerp). I.R. 286.

Aluminum windows for industry, home, also aluminum door frames, doors. Socotec s.p.r.l., 17 Ave. de Philippeville, Marcinelle. I.R. 226.

ENGLAND—Aluminum window frames for residential and commercial buildings. Direct purchase and agency. Taylor Bros., and Barker, Ltd., (wholesaler), 65 Jameson St., Hull Yorkshire. WTD 6/27/63.

FRANCE—Construction steel. Direct purchase and agency. Ets. Martinon-Comex, (importer, dealer), 27 rue Joubert, Paris 9e. WTD 5/17/63.

ITALY—1½-2 million radiator feet, 150-200 sq. m., of new cast iron radiators for domestic heating; delivery terms and cif Genoa quotations requested. San Marco International, s.p.a., (importer), via Marco de Marchi 7, Milan. WTD 9/21/62.

NORWAY—Scaffolds, scaffolding, particularly for the housebuilding trade, including telescopic work platform, swing scaffold, catwalk, maintenance trestle, hoist towers. O. B. Wiik & Sonner, (rental agent), 17 Skippergaten, Oslo. WTD 7/8/63.

346 Metal Stampings

SWEDEN—Aluminum food containers; cups, pans. Direct purchase and agency. AB Legis, (agent), Delsjovagen 21, Goteborg.

348 Fabricated Wire Products

BRAZIL—Barbed wire. Direct purchase and agency. J. Alves Verissimo S.A. Comercio e Importacao, (importer, distributor), Caixa Postal 6363, Sao Paulo.

349 Fabricated Metal Products

★★ **BELGIUM—Trade Mission**

Manufacturer of grating for floor covering desires to import allied products which can be used in present marketing facilities. Thielco s.p.r.l., 66, Lombaardvest, Antwerp. I.R. 280.

FRANCE—Steam reducing valves; requests replies in French. Saj-Comap—Societe de Robinetterie, (manufacturer), 11 rue Guenot, Paris 11e.

● **IRAN**—Steel strapping 4,500 kg.—size 10X 0.5 mm. offers accepted to August 17. Price U.S. dollars—cost plus freight to Khorramshahr W/O Insurance Expend. C&f. General conditions available from Embassy of Iran, 3005 Massachusetts Ave. NW., Washington, D.C. 20230.★ (Telephone: WOrth 7-3965).

■ **PAKISTAN**—Aluminum foil, plain and/or embossed, for cigarettes, 0.008 mm. thickness, 99% and up purity, hard temper, gunstreamed or fully laminated to tissue and any other paper in reels of 63 mm. width, 58 mm. core hole and about 1000 m. or more length, worth about $15,750; copper sheets, plates, standard sizes, 18, 20, 22, 24 gauges, worth about $1,260. Loan No. 391-H-056. U.S. source. Quotations desired by August 13. M/s. Virginia Tobacco Co., Pak, Ltd., Bogra, Cable: VIRGINIA, Bogra. S/A No. RM57449. SBC-285.

UPPER VOLTA—Metal or plastic container designed to hold 850 grams of oil for packaging peanut oil; requests replies in French. Bobo-Dioulasso, (branch of the Compagnie de l'Industrie Textile Cotoniere), (oil processing, soap manufacturing plant), B.P. 150, Bobo-Dioulasso.

351 Engines, Turbines

ECUADOR—Outboard motors. Equipos Mecanizados S.A., (importers), Pedro Carbo No. 413, P.O. box 3665, Guayaquil. WTD 5/31/63.

FRANCE—Industrial motors, (Chrysler product). Societe Francaise & Americaine d'Automobiles, (importer, dealer), 15/17 rue de Dantzig, Paris 15e.

■ **PAKISTAN**—Diesel marine engines, various sizes and descriptions, approx. 20; marine auxiliary generating sets, approx. 20; outboard motors, approx. 335. Loan No. 391-H-056. U.S. source. Bid deadline August 16. East Pakistan Inland Water Transport Authority, EPIDC House, Motijheel, Dacca. Tender No. S-15/122. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., Attn: Miss Caparelli. SBC-284.

352 Farm Machinery

★★ **BELGIUM—Trade Mission**

Lines such as fertilizer spreader, seeders desired by importer. Ets. Francotte, 13 rue Abbe de l'epee, Bruxelles 15. I.R. 146.

All types of medium size agricultural apparatus that can be used on typical medium size Belgian farms; also hydraulic lift attachments for utility vehicles. S.p.r.l. Luc Flamant, 5, route de Perwez, Frizet Saint Marc Namur. I.R. 427.

CAMBODIA—Rice-harvesting combines approx. 20. Ets. Ang Kim Khoan, (importer, exporter), 23 Vithei Kramoun-Sar, Phnom Penh. WTD 8/2/60.

GERMANY—Spare parts for U.S. tractors of all types. Egon Gladen Export-Import, (importer, wholesaler), 11 Gelsenkirchenerstrasse, Gelsenkirchen-Buer. WTD 2/5/62.

Hand-operated lawn mowers. Nordwest, Eisen- und Metallwaren eGmbH., (purchasing cooperative), 32-34 Berlinerstrasse, 58 Hagen. WTD 6/20/63.

■ **THAILAND**—Willys Jeep; two-wheel trailer; garden tractor; soil charts, color charts, laboratory crusher, thermometers, soil moisture meter, 13 items of scientific and professional instruments. Invitation No. AGR-DTEC-601. Bid deadline August 14.

■ Sample shellers for rough rice, two sets; portable germinator; general seed blower; scientific and professional instruments, 15 items, such as ph meter, colorimeter, color filters, balance, oven, scales, portable temperature monitoring system. Inv. No. AGR-DTEC-602. Bid deadline August 15.

■ Pollen tector bags, 375,000 each; glassine shoot tector bags, large and small size, 375,000 ea.; stapler clippers; jeep, 4-cylinder, canvas top, one ea.; other agricultural equipment, 13 items, such as 3-section boom sprayers, two furrow reversible plow, lift-type shredder, spare parts, cleaner, grader, portable crop dryer; 10 other items, such as micrometer disc eyepieces; stage micrometer, dissection microscopes, constant temperature oven. AGR-DTEC-599. August 13.

All the above are for PIO/C No. 493-A-11-AI-9-30151. Limited worldwide (901). Procurement and Supply Div., Dept., of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable: TTEC Bangkok. Specifications available from The Embassy of Thailand, 2490 Tracy Pl. NW., Wash., D.C. SBC-276.

353 Construction Machinery

AUSTRALIA—Used equipment for oil drilling, production. Ken N. Wilson, (importer), 60 Turbot St., or box 323, G.P.O., Brisbane, Queensland.

★★ **BELGIUM—Trade Mission**

Large mechanical equipment such as conveyors, handling equipment desired by manufacturer. Atelier Francois S.A., (Construction Metallique), Sclessin. WTD 12/62 I.R. 177.★

Conveyor, packaging systems for raw materials, finished goods; also coal breaking apparatus. Algicon, Arenbergstraat, 2, Antwerp. I.R. 288.★

Material handling equipment such as conveyors handling systems. S.A. Awans-Francois., 70 rue de la Station, Awans-Bierzet. I.R. 409.

Conveyor systems, computor attachments for counting number of units being carried. Soc. Cooper. E.R.G. Manutention, 81, rue de Marcinelle, Charleroi. I.R. 424.

Manufacturer desires agency agreements for construction machinery. Ateliers de Genard Denisty A.G.D., Chatelineau (Charleroi). I.R. 400.

Latest and improved materials handling equipment for wide range of industry, sugar refineries, cement plants, chemical plants, foundries. S.A. des Anciens Ateliers Marcel Mouyard, Falisolle (Namur). I.R. 128.★

Rods and bits only for mining, oil drilling. Zema Continental and Co., Kolonielaan, 28, Antwerp. I.R. 283.

Equipment used for housing construction including machinery for making cement, cement blocks, bricks, contractors' equipment such as concrete handling trucks, mixers. Weboma-Prefabs, 473, chaussee de Tervueren, Heverle, Louvain. I.R. 411.

Material handling equipment, prefabricated homes, home construction, road building equipment. Agence Maritime Wall and Co. S.A., 18, Falconplein, Antwerp. WTD 9/25/58 I.R. 345.

FRANCE—Drilling equipment. Direct purchase and agency. A.C.M.—Ateliers de Construction de Materiel pour la Recherche du Petrole, (manufacturer), 7 rue des Freres Lumiere, Cosne-sur-Loire (Nievre). WTD 6/12/63.

Small materials handling equipment. Ets. J. Treves, (importer, dealer), 80 rue Montmartre, Paris.

■ **GREECE**—Diesel cranes, two, or two diesel electric mobile cranes mounted on pneumatic tired wheels, one grab of the double rope type; one magnet. Invitation No. 288. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline August 20. Eleusis Port Treasury, Eleusis. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20230. If selected offer is from the U.S., purchase will be financed by AID, under PA cited, or with free dollars. SBC-287.

● **INDIA**—One non-clogging type of crusher for crushing a low grade limestone. Capacity, 50 tons per hr., max. feed size, 2½'x1½'x1½'. Tender No. Tech/Kist/XC/33/51172, bid deadline August 28. Associated Cement Co., Ltd., Purchase Div., (Technical), Cement House, 121 Queen's Rd., P.O. box No. 397, Bombay 1.★ (Telephone: WO 7-4317).

■ Spare parts for 94 fd euclid dumper, various part numbers, including lever assembly clutch, eight; cross assy., 12; bearing assy., 48; ring set, 12; piston & pin, four; valves, 32; hoist; gauges, 25 items. Loan No. 217. Import license No. A.592709/US-AID/61/AU-DW/CCI/CG.II. U.S. source. Quotation deadline August 10. The Indian Iron & Steel Co., Ltd., 12 Mission Row, Calcutta 1.★ SBC 283.

VENEZUELA—Earth moving, rock blasting, drilling machinery. Tecnica de Voladuras y Demoliciones C.A., (engineering), Edificio Unidad Tecnica del Este, Avenida Libertador, Chacao, Caracas. WTD 6/24/63.

354 Metalworking Machinery

ARGENTINA—Complete new line of machinery for manufacture of larger diesel engines. Perkins Argentina S.A., (manufacturer of diesel engines), Ferreyra, Cordoba, Province of Cordoba.

Expansion of machinery, equipment for stamping, forging plant; requests replies in Spanish. Industria Automotriz Santa Fe, S.A., (automobile manufacturers), Charcas 684, 2 Piso, Buenos Aires.

AUSTRALIA—Barrel galvanizing plant, rotary type. E. Sachs & Co., Ltd., (manufacturer, wholesaler, retailer), 88 Brookes St., Valley, Brisbane, Queensland. WTD 8/10/61.

★★ **BELGIUM—Trade Mission**

High precision machinery equipment, horizontal and vertical boring mills, shapers, desired by importer for resale. E. and P. Bodson, 6, quai St. Leonard, Liege. WTD 6/9/50 I.R. 77.★

Tool machines for textile industry desired by manufacturer for own use. Duranitre, Herstal. I.R. 224.

Tool machines wanted by importer selling throughout Common Market area. Cemo, (Compagnie Europeenne de Machines-Outils), Heers-Limbourg. WTD 6/22/56 I.R. 225.

Metalworking machinery, truck chains from 10 to 30 tons. Barette, (Machine Outils), Zaventem. I.R. 197.

Electrical, pneumatic precision machine tools desired by distributor. Ateliers Armand Colinet, Rue de la Station, Le Roeulx. WTD 5/63 I.R. 126.★

FRANCE—Wheel balancing equipment; requests replies in French. Lauravia, (manufacturer), 403 rue des Pyrenees, Paris 20e.

GERMANY—Magnetic tools, carbide tools, all kinds of cutting tools; must be competitive on German market; requests replies in German. Karl Assfalg, (wholesaler), 7073 Lorch, Wuerttemberg.

● **GREECE**—Materials, machinery for aluminothermic welding for use of the Greek State Railways (SEK). Tender No. B/479, bid deadline August 16. Ministry of Commerce, State Purchases Directory "B", 50 Socratous St., Athens.★ (Telephone: WO 7-5652).

ITALY—Machine tools: milling machines, planers, heavy lathes, boring machines, special machine tools. Direct purchase and agency. Sirmen, s.a.s., (agent), via Teodosio 33, Milan.

MOROCCO—Machines for manufacturing paper clips; staples; thumb-tacks for office use. La Marocaine d'Editions Pedagogiques, (importer), 1, rue Edmond Rostand, Casablanca.

Parallel lathes; turret-lathes; universal milling machines; pressing machines; radial drilling machines, cutting machines. Societe Marocaine de Materiel Industriel s.o.m.m.i., (importer), 24-26 Blvd. Abdallah ben Yacine, Casablanca.

NEW ZEALAND—Stone grinding, cutting, polishing machines for lapidary use, mainly for cabachon, flat cut; automatic or semi-automatic, small economical machine required. Direct purchase and agency. Mr. R.E. Keller, P.O. box 123, Wellington. WTD 11/16/62.

NIGERIA—Tube bending machinery suitable for manufacture of tubular steel furniture; requests catalogs, photographs (of machinery) and price quotations cif Lagos. Nigeria Industrial Products, (manufacturer), Bank Rd., P.O. box 349, Ibadan. WTD 6/17/63.

■ **PAKISTAN**—Steel files, "Nicholson" pattern; spray units "Miller" pattern; crescent pattern adjustable wrenches, parts; crescent pattern pipe wrenches, heavy duty; same, double end wrenches; Oster pattern, spare dies; hand tools, Proto pattern; same, Stanley pattern, long list of items, various sizes, quantities, C&f Karachi. Loan No. 391-H-056. U.S. source. Quotations desired by August 12. Noorbhoy Esmailji Lotia, Nicol Rd., Karachi 2. Cable: RELIGION. Import license No. 200-397.★ SBC-286.

■ **THAILAND**—Extra heavy duty socket wrenches, bell base screw jacks; d.c. arc welders; concrete mixers; ¾" heavy duty electric drills; portable acetylene generators; tractors; disc plows; scrapers; construction or basic engineer's level telescopes; luxor timer No. IV, or equal; solar negative carrier; automatic exposure timer; 10" photographic paper trimmer; cameras, accessories; lens shade; flash bulbs M-2 clear midget bulbs; paper developer; stop bath and Kodak hypo clearing agent, 94 items. Invitation No. INT-DTEC-598. PIO/C No. 493-M-81-AD-9-20306. Limited worldwide (901). Bid deadline August 19. Procurement & Supply Div., Dept. of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Single copies of complete invitation to bid available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. 20230. SBC-287.

■ **VIETNAM**—Dial depth gages, surface gages, outside and inside calipers, steel rules, hook rules, other gages, 30 items; dead weight tester, diesel engine, car oil test kits, two each. Invitation No. 096-28063.

■ Hand tools, various, 44 items, including hammers, wrenches, socket driving handles, chisels, punches, hollow punches, drills, power auger bits, piston ring pliers. Invitation No. 0927-28063.

■ Grease guns, eight; oil dispensers, three; hydraulic press parts, five items; arbor presses, two; fire extinguishers, 16; specialized lubrication gun boards, four; air-operated pumps, two; induction heater; spray type inspection material, 12 cans each, six kits; surface plates, three each. Invitation No. 0928-28063.

All the above are for loan No. 129. U.S. source. Bid deadline August 28. Central Purchasing Authority, P.O. box H-5, Saigon. Cable: MAIDICH, Saigon. SBC-284.

355 Special Industry Machinery

AUSTRALIA—Used candy-making machinery. Tafes' Sweets, Pty., Ltd., (manufacturer), Stanley St., Strathpine.

Extruding machines for plastic (butrayte) pipe manufacture, sizes 2½", 3½", 4½"; in addition a custom built 12" model needed to produce 24" pipe. Electra Industrial Cables, Pty., Ltd., (manufacturer), 110 Montegue Rd., South Brisbane, Queensland.

Machinery to make moulded paper mache egg cartons, min. capacity 20,000 daily. Mr. R. Anderson, (manufacturer), 701 Webster Rd., Chermside, Brisbane, Queensland.

★★ **BELGIUM—Trade Mission**

Woodworking power tools, saws, lathers, sanders. Houtin s.p.r.l., 31, Koninklijkelaan, Berchem, (Antwerp). I.R. 286.

Equipment, machinery—wide variety—used in processing or merchandising of frozen foods, modern display equipment. Viking International S.A., 31 rue de la Science, Bruxelles 4. WTD 5/63 I.R. 31.

Equipment, accessories for manufacturer in ready-to-wear industry for garment cutting. Etablissements Joseph Paulus, 12, Pl. Roggeman, Dison-Verviers. I.R. 433.★

Packaging machinery, equipment; cellophane, other flexible materials for packaging desired by old established importer. Ets. Pittevil, 203, Bd. Auguste Reyers, Brussels. WTD 11/56 I.R. 37.

Processing machinery for plastics, such as extruders, molders—leading to possible licensing for manufacture of plastic products, desired by substantial manufacturer. Ste Amoniaques Synthetiques Et Derives, 103 Blvd. de Waterloo, Bruxelles. I.R. 165.

Packaging machinery for food products—wrapping, sealing—desired by agency. Francois Beaupain Agences Industrielles, 18 Quai du Commerce, Bruxelles. I.R. 191.

Binding machinery to bind plastic to cotton cloth for table draperies; industrial covering of synthetics for furniture, automobile seats. Ets. Yves Weltjens s.p.r.l. 525 99/011, Gent. I.R. 212.★

New designs of injection molding and thermoforming for industrial products leading to production under license. Plastiplat N.V., Komiteitstraat, 46-52, Merksem. I.R. 294.

Textile machinery wanted for manufacturer in counterpart line—leading to licensing or joint venture. S.A. des At. Houget Duesberg Bosson, Verviers. I.R. 222.

Modern machinery for making building needs from clay, brick, asphaltic, asbestos cement, other materials, sewer and pipe cleaning materials, equipment. Keramo S.A., Hasselt. I.R. 334.

BRAZIL—Knitting, textile machinery; requests replies from manufacturers only. Direct purchase and agency. Empreendimentos e Desenvolvimento da Industria, Importacao e Exportacao Edimpex, Ltda., (importer, exporter, sales agent), Avenida Paulista 2073, Sao Paulo. WTD 6/7/63.

CEYLON—Machinery to produce bottle caps, roll-on seals; such caps known locally as pilfer-proof caps; requests replies from manufacturers only. Jafferjee Bros., (importing distributor, manufacturer), Import Dept., P.O. box 1199, Colombo. WTD 8/3/62.

ECUADOR—Package plant installation for the manufacture of lead pencils, including necessary machinery for factory; technical assistance in establishing the plant. Luis Salazar Chavez & Capitan Jose Morillo Leon, (manufacturer), Calle Mera 421, Ambato.

Machinery for the manufacture of plastic tubes, bottles; requests catalogues, price lists for machinery of several sizes. Also interested in polyethylene and pvc prices. Industrias Quimicas Ecuatorianas, S.A., (IQUESA), (importer, manufacturer), Avenida Carlos Julio Arosemena, P.O. box 79, Guayaquil. WTD 6/7/63.

FRANCE—Machines, equipment for textile industry. Direct purchase and agency. Societe Francaise du Groupe Bentley, (importer, dealer), 17 bld. des Capucines, Paris 2e. WTD 6/10/63.

Weighing and packing machines for food products. Ets. J. Treves, (importer, dealer), 80 rue Montmartre, Paris.

GERMANY—Newly-developed accessories for spinning, weaving mills. Sueddeutsche Textilleder G.m.b.H., (manufacturer), 7142 Marbach/Neckar.

■ **INDIA**—Gear planing machine for cutting gears up to 1½ dp, 16 module; magnetic drill press, capacity ¼", six no., vertical surface grinder with 30" magnetic chuch. Quotation on fas and also c&f basis. Loan No. 157. U.S. source. Quotation deadline August 11 .Tak Machinery, Ltd., Janmabhoomi Bhavan, Ghoga St., Fort, Bombay 1. Import license No. 978534/DLF-157/62/HQ/CG-IV. SBC-283.

■ Acetylene plant, complete 750 cu.ft. per hr., medium pressure. 14 items; acetylene cylinders, 1000, for dissolved acetylene gas of 225 cu.ft. capacity, made to model No. S. 225 of Coyne Cylinder Co., South San Francisco, fitted to b.o.c. type valves, along with 200 Nos. spare valves, 400 spare spindles. Import license No. 978396/DLF.157/62/HQ/GG.III. Reference No. 4(218)/63-AID-LL. Reply to (4). Loan No. 157. U.S. source. Quotations desired by August 13, Siddho Mal & Sons, Bharat Bhuvan, 2nd Fl., 49, Sutar Chawl, Bombay 2.★ SBC-286.

■ Spiramatic jigmill machine with anti-friction bearing spindle head, complete, with long list of equipment, milling cutter adapters, end mill adapters, reducing sleeves. Loan No. 217. U.S. source. Quotations desired by August 14. The Batala Engineering Co., Ltd., Grand Trunk Rd., Batala, Punjab. Import license No. AU/GL/MTC/40/DLF/217/962. Ref. No. 63(255)/63-AID(L).★ SBC-286.

IRAN—Complete spinning plant consisting of 5,000 spindles to produce yarn up to 40 m. (24's English count) from staple fibre, wool, blended wool, synthetic fibres from 1½ to 4 denier, and 80 to 150 mm. long; requests quotations c.i.f. Bushire, Iran; desires brochures and other descriptive material. Reza Mohtashemi, (importer, commission merchant, sales agent, factory owner), Kh. Chahar Bagh, P.O. box 16, Isfahan. WTD 1/2/63.

Complete spinning plant consisting of 5,000 spindles to produce yarn up to 40 m. from staple fibre, wool, blended wool, synthetic fibres from 1½ to 4 denier, 80 to 150 mm. long; 100 sets, semi-automatic looms, following specifications: 24 sets—175 cm. reed space 4 x 4; 76 sets—120 cm. reed space, of which 38 sets are 4 x 4 and 38 sets are 4 x 1 shuttle box; the whole for production of wovens weighing 500 grams per sq.m. from woolen worsted, synthetic fibres; requests price quotations in quadruplicate and c&f Bushire, Iran or fob; requests brochures, other descriptive material. Reza Mohtashemi, (importer, commission merchant, sales agent, factory owner), Kh. Chahar Bagh, P.O. box 16, Isfahan. WTD 1/2/63.

ISRAEL—New, used machinery, equipment for the manufacture of molded rubber basket, soccer balls. "Magen" Liberman Zeev, (importer, manufacturer), 92 Herzl St., P.O. box 6107, Haifa. WTD 3/13/62.

JAPAN—New and used shoe-making machines. Taiyo Bussan Co., Ltd., (importer, exporter), 13 Kita-nagasa-dori 5-chome, Ikuta Ku, Kobe. WTD 1/23/63.

LAOS—Packaging plant for cotton seed, peanut oils; requests replies from manufacturers. Commissariat au Plan, (government planning bureau), Vientiane. Attn: M.L.F. Mercier.

NEW ZEALAND—Machinery used for the manufacture, packaging of processed cheese. Butland Industries, Ltd., (importer, exporter, manufacturer), Dilworth Bldg., Customs St., or P.O. box 2226, Auckland. WTD 5/8/63.

PAKISTAN—Textile machinery: spinning, weaving, dying, finishing. The West Punjab Textile Mills, Ltd., (manufacturer), P.O. Gardeeabad, Dist. Lahore. WTD 7/12/63.

UGANDA—Machinery to manufacture ballpoint pens; requests technical advice. New Era Motors, Ltd., (importer, retailer, wholesaler, commission merchant, indent agent), P.O. box 614, Jinja. WTD 7/5/63.

VENEZUELA—Accessories, supplies for textile industry. Direct purchase and agency. Creaciones Simar, C.A., (manufacturer), Angelitos a Puerto Escondido 93, Caracas. WTD 6/24/63.

356 General Industrial Machinery

BELGIUM—Anti-air pollution equipment, filtering media for exhaust gases, smoke from domestic or industrial generator, or from automobile, other motors. Direct purchase and agency. C.I.D.E.P.-Compagnie Internationale de Depollution, S.A., (importer, manufacturer, commission agent), 502, ave. Louise, Brussels.

★★ BELGIUM—Trade Mission

Pumps compressors, hydraulic equipment, chemicals pumps, pumps for industrial, household, mines; compressors for garage and industrial use; desired from manufacturers—leading to eventual license manufacturing. Anc. Ets. M. Courbain S.A., 43 Bd. Barthelemy, Brussels 1. I.R. 221.

Shop-type air compressors, steam generators, additional lines for distributor of automotive equipment, service station supplies. Ets. J. Bergiers, S.A., 43-45, rue Memling, Brussels 7. WTD 8/22/62 I.R. 14.★

Industrial ventilation equipment: aluminum windows, doors, prefabricated laners desired by importer-exporter-wholesaler of building materials, accessories. Rotimex S.A. 32, Ave. Arthur Goemaere, Anvers. WTD 4/10/58 I.R. 69.

GERMANY—Gears, clutches. Direct purchase and agency. Hilger & Kern, (wholesaler), 253-255 Kaefertaler Strasse, 68 Mannheim.

■ **INDIA**—Blowers, 25,000 cfm. six nos.; blowers, 15,000 cfm., two Nos., blowers, 10,000 cfm., five nos. To be used for blowing and exhausting air at each heading in a tunnel to be constructed. Tender No. Project/3071-P/I. Reference No. D/ENQ/726. U.S. source. Bid deadline August 22. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained for $2.10, not refundable, from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

ITALY—Insulating oil filters. Dott. Ing. Alessandro Malisardi, (manufacturer), via Pacini 44, Milan. WTD 5/31/63.

■ **VIETNAM**—Pathological incinerator; drinking fountains, electric water cooler, five; chemical feeders with accessories, five; chemical mixers, four; air compressor units, simplex duplex; simplex and duplex vacuum pumps. PIO/C No. 430-AC-54-AC-9-30316. Limited worldwide (901). Bid deadline August 14. Central Purchasing Authority, P.O. box H-5, Saigon. Invitation No. 0913-25063. Specifications, general conditions may be obtained from Mrs. Quang, Embassy of Vietnam, 2251 R. St., NW., Washington, D.C. SBC-287.

■ Generator, complete with all accessories, voltage regulators, four; 110-capacity water pumps, four; in-line circulating pumps, three; positive displacement pump. PIO/C No. 430-AC-54-AC-9-30314. Limited worldwide (901). Bid deadline August 14. Central Purchasing Authority, P.O. box H-5, Saigon. Invitation No. 0912-25063. Specifications, general conditions may be obtained from Mrs. Quang, Embassy of Vietnam, 2251 R. St., NW., Washington, D.C. SBC-287.

357 Office, Computing, Accounting Machines

GERMANY—Dictating machines; exclusive distributorship or commission fee basis. Direct purchase and agency. Ferdinand Ballsioper Nachf., (wholesaler, sales agent), 44 Sedanstrasse, Bremen. WTD 6/28/63.

Office equipment, accessories, particularly commodities which are used in connection with punched cards systems, other office organization aids, also accessories for office machinery. Hummel KG, (manufacturer, importer, wholesaler), P.O. box 25/7031, Magstadt bei Stuttgart. WTD 4/25/63.

■ **GREECE**—Accounting machine equipment. Interested in the lease or purchase of such machinery necessary for work described in their schedule "B." Bids invited for classical punched cards and/or computer equipment only. Invitation No. 287. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline August 17. Public Power Corp., 30 Chalkokondili St., Athens. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-287.

ITALY—Stenographic typewriters. Direct purchase and agency. Pallotti, s.p.a., (agent), via G.B. Pergolesi 13, Milan. WTD 5/9/62.

358 Service Industry Machines

BARBADOS—Kerosene, gas, propane, refrigerators, deep freezers; requests replies from manufacturers only. J. Astaphan & Co., Ltd., (general merchant), P.O. box 82, Roseau, Dominica, W.I. WTD 7/11/63.

★★ BELGIUM—Trade Mission

Industrial equipment, supplies, office equipment for wholesaler of well-established stature. Ets. Beeckmans & Veys P.V.B.A., Van Luppenstraat, 46-50, Antwerp. WTD 6/14/63 I.R. 263.

Air conditioners, heaters, large, for homes, industry, schools, churches, shipped knocked down, for wholesaler. Aircontrol, Eikblokstraat, 103. Deurne (Antwerp). I.R. 314.

Refrigerated cabinets, gondolas, shelving, other equipment for storing foods, used in supermarkets, trucks, barges, for large distributor. Erimak Sprl Thire & De Jonghe, Pantserschipstraat, 171, Gent. I.R. 312.

Airconditioning units only for inserting in cabinets which manufacturer makes. Ets. Wal, Chaussee Romaine 811, Brussels 2. I.R. 402.

Water treatment, conditioning apparatus, filters for home, industry, swimming pools for manufacturer/importer—leading possibly for manufacture under license. Ste D'Epuration et D'entreprises, 93 a 103, rue Elise, Brussels. I.R. 408.

Gasoline pumps for station service, industrial use. Oil pumps for pumping oil from storage drums. Ets. Dumont, 1097 chaussee d'Haecht, Brussels. I.R. 195.

Central heating systems, plumbing, elbows, other fittings; airconditioning, gas fired water heaters, servicing equipment for manufacturer of these products. Ets. Parfonry & Lielens ste ame, 52 quai des Charbonnages, Brussels. WTD 4/50 I.R. 152.

Dry/wet filters, humidifiers, de-humidifiers, with components for same, desired by manufacturer/agent, used for food products, industrial use. Fourinco S.P.R.L., 6, rue des Sables, Brussels 1. WTD 5/63 I.R. 114.★

GERMANY—Coin-operated laundry equipment, dryers, drycleaners. Direct purchase and agency. Wasserette Combi GmbH., (importer, wholesaler), 21 Berliner Allee, Duesseldorf. WTD 7/3/63.

■ **GUINEA**—Fully-equipped service station for maintenance of seven buses simultaneously, including washing, greasing, lubrication station, anti-corrosion station, compressors, oil and lube pipes, air hoses, hydraulic lift, jacks; equipment for checking wheel alignment, batteries, tire pressure, engine compression, steering, ignition fuel pumps, spark plugs. PA#675-901-356-3200. Limited worldwide (901). Bid deadline August 31. Transmat, B. P. 258, Conakry, where quotations cif, with literature, in duplicate should be sent. Copy also to the Embassy of the Republic of Guinea, Commercial Section, Miss Camara Abel, 2112 LeRoy Pl., NW., Washington, D.C., where specifications are available. SBC-276.

JAPAN—All types of automatic vending machines for food, cigarettes, candy, other automatic merchandising machines. Oriental Nakamura Department Store, 11 Sakaeimachi 6-chome, Naka-ku, Nagoya.

MOROCCO—Mixers, juice extractors, stoves, deep fat fryers, rotisseries, hot chocolate machines, ice cream manufacturing, packaging equipment, tea-making equipment, for use in restaurant, soda fountain. Direct purchase and agency; requests replies in French. A. Albertelli, (importer), 62 rue Clemenceau, Casablanca.

VENEZUELA—Spare parts, accessories for commercial refrigeration. Direct purchase and agency. Representaciones Rey Macal, (sales agent), Edificio La Previsora, Principal a Conde, Apartado 6143, Caracas. WTD 6/24/63.

359 Machinery

★★ BELGIUM—Trade Mission

Assembly-machinery work for manufacturer of U.S. Army Rocket Launcher, seeking peacetime production. Small hoists, boat trailers, small precision machinery/equipment. S.A. Mecar, 4, rue de la Chancellerie Bruxelles 1. WTD 8/31/56 I.R. 206.

Water softening apparatus for manufacturer of equipment/materials for purification of water, leading to eventual license for manufacture of same. Appareils et Produits pour l'Epuration des Eaux, 34, rue Guil. Stocq, Ixelles-Bruxelles. I.R. 379.

Pneumatic power tools—drills, hammers, filling/sawing machines for importer. Ets. De Laloy, 168, rue J. Bogemans, Wemmel. NCIA I.R. 423.

Brake drum, turning lathes wanted by importer of automotive equipment. De Crane & Marsily, 250, Desquinlei, Antwerp. WTD 12/4/62 I.R. 364.

Exclusive agency for: 1) automotive parts (replacement); 2) garage, testing equipment; 3) industrial products—a) bearings, b) lubricating equipment, c) hydro-pneumatic products, d) refinishing equipment for metal lines—wanted by old established manufacturer. Etablissements Daniel Doyen S.A., 31-34, Blvd. du Midi, Brussels 1. I.R. 397.

Do-it-yourself tools—electric drills, saber saws, reproduction sanders 1,2,3,4-sizes milling machines, electric saws, 6" maxiplaner machine pedestal grinders, wood-turning lathes desired by importer/wholesaler. Stevens S.A., 79 chaussee de Bruxelles Ledeberg. I.R. 173.

Machinery for textile production—cloth/carpets—, plastic paper processing/converting, related equipment for importer/agent, specializing in web-guiding/tension control equipment—leading to licensing at later date. Precinorm Engineering P.V.B.A., 112, L. Grote Baan, Ravels. WTD 6/7/63 I.R. 368.★

361 Electric Transmission, Distribution Equipment

★★ BELGIUM—Trade Mission

TV equipment, 50 cycle 110-220 v. cover supplies, signal amplifier, all types of vhf/vhf-tv antennae/antenna rotators, tv signal filter devices for importer above line. Firma De Vrieze, 76-78, Generaal Slingeneyerlaan, Deurne. I.R. 343.

Electrical conductors in copper-aluminum with special insulation and silicium cells for current rectifiers luminous tube transformers, desired for manufacturer of electrical equipment. Desires representation or acting as licensee for U.S. firms specializing in electrical products requiring technical knowledge to manufacture, install. S.A. Constructions Electriques Et Electroniques, 472, rue St. Leonard, Liege. WTD 5/14/62 I.R. 113.★

● **COLOMBIA**—415 distribution transformers with capacity totaling 75,000 kva. Closing date for tender, September 16. Specifications available from Empresso de Energia Electrica de Bogota, Bogota, for $31.00.

GERMANY—Automatic electric time switches; mechanical and electric counters; exclusive distributorship. Direct purchase and agency. Ferdinand Ballsieper Nachf., (wholesaler, sales agent), 44 Sedanstrasse, P.O. box 218, Bremen. WTD 6/28/63.

362 Electrical Industrial Apparatus

★★ BELGIUM—Trade Mission

Electrical electro-mechanical control equipment desired from manufacturers by importer/manufacturer of electric thermic heating elements, infra-red thermostats, advantageously oriented for distributing goods throughout Europe. Masser S.A., 15 n Square de l'Aviation—Brussels. WTD 5/55 I.R. 159.★

Electrical equipment—all types—for domestic/industrial use, electrical apparatus for medical profession desired from U.S. manufacturers by manufacturer in like products—leading to eventual licensing. S.A. Teco, Bois-de-Bruex (Liege). I.R. 387.★

BRAZIL—Silicon rectifiers; requests replies from manufacturers only. Direct purchase and exclusive agency. Imporletron S.A. Industria e Comercio, (importer, retailer, wholesaler, distributor, manufacturer), Caixa Postal 3407, Sao Paulo. WTD 6/27/63.

CONGO REPUBLIC—Electric motors; requests replies from manufacturers only. Desco de Schulthess & Co., (importer), B.P. 2322, Elisabethville, Katanga.

■ **INDIA**—250 hp. variable speed ac. motor, complete with control units, spares, suitable for 220 v., ac. operation. Loan No. 157. U.S. source. Quotations desired by August 12. Tungbhadra Pulp & Board Mills, Ltd., 111 Mahatma Gandhi Rd., Bombay 1. Import license No. 978402/DLF.157/62/HQ/CG.III. Ref. No. 20 (14)/63-AID-II. SBC-286.

● **IRAN**—Supply one 150 kw. diesel generator set, 231-400 v. plus 50 cycle. Bid deadline September 17. Purchaser, The Iranian Sugar Factories, Kuche Dr. Khoshbin, Ave. Fisherbad, Tehran. Specifications (in French) available for review only, Rm. 4124, Power and Electrical Equipment Div., BDSA, Department of Commerce, Washington, D.C., 20230 (Telephone WOrth 7-4242).

IRAQ—Engine-driven arc welders with following specifications: air-cooled gasoline engine driven 200 amp. d.c. arc welders; four-cylinder air-cooled gasoline engine driven 250 amp. d.c. arc welders; d.c. arc welders—300 amp. 50/60 cycle, 3-phase 20 hp. motor; a.c. arc welders—300 amp., 50 cycle, single phase 220 v. motor; requests replies from manufacturers only. Direct purchase and agency. Ghazzi Mercantile House, (importer, wholesaler, retailer, sales agent), 406/1 Rashid St., Baghdad. WTD 3/8/62.

PAKISTAN—Spot welding equipment. Kandawalla Industries, Ltd., (manufacturer), Kandawalla Bldg., M.A. Jinnah Rd., Karachi.

363 Household Appliances

BARBADOS—Barbecue sets; requests replies from manufacturers only. C.L. Pitt & Co., Ltd., (manufacturers representative), Lower Broad St., Bridgetown. WTD 6/7/63.

★★ BELGIUM—Trade Mission

Major appliances—refrigerators/ranges, others—for manufacturer seeking agency agreements with a view to licensing these products at later date. Sabel, Cy. 101-107, rue Van Soust, Brussels 7. I.R. 418.★

GERMANY—Electronically-controlled button sewing and label-fastening machines for use in textile industry, and department stores; exclusive distributorship or commission fee basis. Direct purchase and agency. Hewanco J. M. Hein K.G., (importer, exporter, wholesaler, manufacturer), 76/77 Am Dobben, Bremen. WTD 2/25/63.

IRAQ—Electrical household refrigerators, washing machines, evaporative air coolers; requests replies from manufacturers only. Direct purchase and agency. Shahdost S. Rassam, (importer, wholesaler, retailer, sales agent), Kirkuk. WTD 7/9/63.

ITALY—Household ironers, open sides. Direct purchase and agency. Neoprogress, (agent), Corso di Porta Vittoria 31, Milan.

NETHERLANDS—Mechanical, electrical household and kitchen appliances; dinnerware made of synthetic materials; general household items; requests illustrated literature and cif Rotterdam quotations. Ronny Imports, (importing distributor), 7 Bachlaan, Arnhem.

Electric household appliances. Frans Jeltes N.V., (importing distributor), P.O. box 117, Groningen.

TRUCIAL STATES—Electrical appliances. Salim A. Aziz Mukhawai, (retailer), P.O. box 603, Dubai. WTD 6/30/63.

VENEZUELA—Electrical home appliances; gas, kerosene stoves. Comercial Asencio, (importing distributor), 41-A Paseo Orinoco, Ciudad Bolivar, Estado Bolivar. WTD 6/24/63.

364 Electric Lighting, Wiring Equipment

★★ BELGIUM—Trade Mission

Electrical material installations, lamps, other lighting specialties, for residential-commercial-industrial uses desired from U.S. manufacturers. Ets. Litvine, 31, rue de la Lignere, Bruxelles. I.R. 383.

Exterior industrial type lighting for: streets, industrial plants, airports, mines—including flood/spot lights, sodium/mercury lights, guarded non-explosive lights desired from U.S. manufacturers by Belgian manufacturer with view to ultimate licensing. S.A. Electro-Lumiere, 181 rue petite voie, Herstal. I.R. 220.

GERMANY—Fluorescent tubes, incandescent bulbs; requests replies from manufacturers only on the basis of fob U.S. seaport or cif German seaport; exclusive distributorship or commission fee basis. Direct purchase and agency. Wilhelm Berding, (importer, wholesaler, sales agent), Bremerhaven, Schulstrasse 7. WTD 2/7/62.

Incandescent bulbs, fluorescent tubes; requests replies from manufacturers only; exclusive distributorship or commission fee basis and cif German seaport. Direct purchase and agency. "Jora" Elektrogrosshandel Joachim Rathje & Co., (wholesaler), Bremen, Pelzerstrasse 39. WTD 2/18/63.

365 Radio, Television Receiving Sets

★★ BELGIUM—Trade Mission

High fidelity, stereo equipment desired from U.S. manufacturer for representation. Ets. Fr. Drion, 66 Ave, Emile Vandervelde, Brussels 15. I.R. 40.★

BRAZIL—Transistors; kits for color television sets; requests replies from manufacturers only. Direct purchase and exclusive agency. Imporletron S.A. Industria e Comercio, (importer, retailer, wholesaler, distributor, manufacturer), Caixa Postal 3407, Sao Paulo. WTD 6/27/63.

FRANCE—Components, accessories for tape recorders, record players, radios, television sets. Ets. Mandels, (dealer), 72 rue Rodier, Paris 11e.

366 Communication Equipment

★★ BELGIUM—Trade Mission

Electronic, electrical items such as walkie-talkie sets, transceivers and relays for high-amp circuits needed by manufacturer-importer. La Telephonie Industrielle, 380-386, Ave. van Volxem, Brussels 6. I.R. 4.★

BRAZIL—Office transceivers, range up to 100 miles, single band; requests replies from manufacturers only. Direct purchase and agency. Imporletron S.A. Industria e Comercio, (importer, retailer, wholesaler, distributor, manufacturer), Caixa Postal 3407, Sao Paulo. WTD 6/27/63.

ECUADOR—Electronic theft detectors. Guillermo J. Wagner, (importer), Colon No. 524, P.O. box 953, Guayaquil. WTD 3/26/63.

FRANCE—Radiotelephones for use by the navy. Direct purchase and agency. Barry, Rogliano, Salles (Ventes) s.a., (importer, dealer), 37 rue Caumartin, Paris 9e.

GERMANY—Automatic telephone answering and recording equipment; automatic telephone dialing devices; exclusive distributorship or commission fee basis. Direct purchase and agency. Ferdnand Ballsieper Nachf., (wholesaler, sales agent), 44 Sedanstrasse, P.O. box 218, Bremen. WTD 6/28/63.

■ **PHILIPPINES**—Communication equipment, parts, such as five ssb transreceiver; communications receiver, 75S-3; one unit of spare parts for same. Invitation No. FB-08-3. PIO/C No. 492-S-71-AA-0-30062. Limited worldwide (901). Bid deadline August 27. USAID to the Republic of the Philippines, c/o American Embassy, Manila. Copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2119 Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C. SBC-287.

URUGUAY—Radio transmitting equipment: five kw. radio frequency output stage with power supply, modulator, 1520 kc.; Requests replies in Spanish. Radio Cerro Largo, (radio transmitting station CX-152), Oribe y Marino, Melo. WTD 12/6/62.

VENEZUELA—Teletype; wireless news service equipment, new or used. Radipren, (news service, agent), Avenida El Salvador, Quinta Sonia, Las Acacias, Caracas. WTD 6/3/63.

■ **VIETNAM**—Communication equipment for transmission system, including station wire, telephone drop wire, pabx board, telephone cable, construction materials, accessories, telephone sets. Proposals must include evidence that bidder has previously supplied equipment of similar size. Loan No. 163. U.S. source. Bid deadline August 15. Specification No. 1414. Ondee, National Office for Dept. of Installation for Production and Distribution of Electric Power, c/o Gibbs & Hill, Inc., 393 Seventh Ave., New York 1, N.Y. SBC-284.

367 Electronic Components, Accessories

BRAZIL—Electronic tubes, all range; requests replies from manufacturers only. Direct purchase and exclusive agency. Imporletron S.A. Industriae Comercio, (importer, retailer, wholesaler, distributor, manufacturer), Caixa Postal 3407, Sao Paulo. WTD 6/27/63.

FRANCE—Power transistor, micro elements. Societe Industrielle de Telecommande and de Telemecanique, (manufacturer), 26 rue Gauthier, Boulogne s/Seine.

369 Electrical Machinery, Equipment, Supplies

★★ BELGIUM—Trade Mission

Electric clocks, switching equipment, systems, alarms, others desired for representation in Common Market countries. Ets. A. Laurent, 32, rue St.-Christophe, Brussels. I.R. 416.

Advanced teaching machines as used in language laboratories, other educational aids—complete line—desired from U.S. manufacturers for vice president of a federation of educators in Belgium. Georges Herbiet, 16 rue Frederic Pelletier, Brussels. I.R. 138.★

Broadcasting equipment, all types electronic devices—i.e. counting devices, digital units, electric ducting, other electrical installations equipment for importer of broadcasting equipment. Societe F.M.I.T., 92, rue des Veterinaires, Brussels 7. I.R. 420.

Home appliances, other equipment, i.e. garbage disposal units, room humidifiers, electrically operated garage door openers, doorlocks (electrical), other residential novelties desired by importer. Elmac, S.P.R.L., 114, ave. de l'Armee, Brussels. NCIA I.R. 148.

Controls (electrical) for operation of street traffic signals, other type electrical controls from U.S. manufacturers desired by importer of electrical controls for industry. S.A.A.T.E.M. (Electricite), 154, ave. de Cortenberg, Brussels 4. I.R. 223.

Electrical tapes, i.e. fiberglass, impregnated with teflon or nylon, desired by manufacturer of similar equipment. Ets. Derville & Delvoye, Inc., 1, rue de l'Avenir, Courtrai. I.R. 282.★

Electronic equipment of test-equipment variety, i.e. oscilloscopes, signal generators, electronic components-industrial, very precise capacitors, resistors desired by importer. Belram Electronics, 83, ave. des Mimosas, Brussels. WTD 8/13/62 I.R. 135.

371 Motor Vehicles, Motor Vehicle Equipment

★★ BELGIUM—Trade Mission

Automotive parts, accessories desired for agency of substantial existing organization. Galeries Anspach, Brussels. I.R. 399.

Crash trucks for fire protection of aerodromes wanted by manufacturer who desires representation for line, with view to eventual manufacturing under license, or part manufacturing and assembly, with parts imported from U.S. Leyco (Division of Sacab) 7, ave. Emmanuel, Machelen. WTD 3/28/63 I.R. 132.★

Electronic, automotive, aircraft spare parts desired for exclusive agency representation by importer of these goods for military purposes. Andre Van Den Berghe, 234, Ter Rivierenlaan, Deurne (Antwerp). WTD 9/24/62 I.R. 272.

FRANCE—Braking equipment; parts for cars. Lauravia, (manufacturer), 403 rue des Pyrenees, Paris 20e.

Spare parts, equipment for Dodge and Reo truck. Societe Francaise & Americaine d'Automobiles, (importer, dealer), 15/17 rue de Dantzig, Paris 15e.

GERMANY—Automobile accessories; will represent U.S. producers of such commodities. Direct purchase and agency. G. E. Hermann Roemer, (manufacturer, importer, exporter, wholesaler, agent), Plasticwarenfabrik, 18 Schwaighofstrasse, Freiburg/Breisgau.

■ **INDIA**—Automobile electric horn contact points, horn cut-outs or relays, spacers, mica stamping, field coil, diaphragms, spring washers; resistance wire for 24 v. horns, 12 v., 6 v. horns. Import license No. A589536/61/AU-DW/C.Cl HQ/RM-III(E). C&f Bombay. Loan No. 217. U.S. source. Bid deadline August 10. Sharco Industries, Pvt., Ltd., 2750 Sharan Kutir, Kashmere Gate, New Delhi 6. Cable: SHARCOIND. C&f Bombay. SBC-283.

TRUCIAL STATES—Automotive spare parts. Salim A. Aziz Mukhawai, (retailer), P.O. box 603, Dubai. WTD 6/30/63.

372 Aircraft, Parts

AUSTRALIA—Aircraft engines, repairs, parts, preferable on the West Coast. G. B. Ditchmen, Pty., Ltd., (aircraft engine sales, service), Archerfield Aerodrome, Archerfield, Brisbane, Queensland. WTD 5/22/63.

★★ BELGIUM—Trade Mission

Automotive aircraft, spark plugs, brake linings, lamps for lighting, fan belts desired by importer who delivers at quoted prices. Mr. Demaret, 84 rue Bodeghem, Bruxelles. I.R. 136.

373 Ship Building, Repairing

★★ BELGIUM—Trade Mission

Pleasure boats, marine engines, prefabricated houses desired from U.S. manufacturers for agent. Van Der Planken, 10, Ave. Maria Henriette, Anvers. I.R. 376.

FRANCE—Boat upper parts, accessories, also motors. Ets. J. Treves, (importer, dealer), 80 rue Montmartre, Paris.

379 Transportation Equipment

★★ BELGIUM—Trade Mission

Heavy equipment, automotive parts, ordinance equipment for manufacturer interested in agency agreements wtih eventual licensing arrangements for these products. N.V. Henschel Engineering, 604, chaussee de Boom, Wilrijk (Antwerp). I.R. 296.

ENGLAND—Caravan (trailer) components, equipment including aluminum windows for trailers. Direct purchase and agency. Taylor Bros. and Barker, Ltd., (wholesaler), 65 Jameson St., Hull, Yorkshire. WTD 6/27/63.

381 Engineering, Laboratory, Scientific, Research Instruments

AUSTRALIA—Line of instrumentation, control apparatus to be used with fully automatic water softeners, filtration, purification equipment; instruments, apparatus are to be used on equipment with widely varying capacity, 1,000-60,000 gal. per hr.; requests replies from manufacturers only. W. G. Utting & Co., Pty., Ltd., (manufacturer, wholesaler, retailer), No. 2 Dorsey St. Milton, Brisbane, Queensland. WTD 5/15/63.

Scientific instruments, apparatus, materials for classroom and laboratory use. University College of Townsville, (university), Pimlico, P.O. box 499, Townsville, Queensland.

★★ BELGIUM—Trade Mission

Chemical centrifuges, other chemical laboratory instruments, testing apparatus desired from U.S. manufacturers by agent and/or wholesaler. Ets. Van Ermengem & Fils, 19, rue des Penitentes, Louvain. WTD 7/6/61 I.R. 123.

■ **BOLIVIA**—Magnetic and seismic recording instruments with parts; sub-miniature type seismometers, 1000; recording cables and geophones, 554m.; one lot accessories; drilling units, two, one unit; Drill works with parts

rotary table, pump, motors; drill stem, one lot; shooting truck, one unit; auxiliary equipment, tools, one lot. PA#511-898-256-2201. Limited worldwide (898). Bid deadline August 12. Yacimientos Petroliferos Fiscales Bolivianos, Apartado Correo No. 401, La Paz. Invitation No. 95. Detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C. 20036. Attn: Mr. Gonzalo Saenz. SBC-287.

CONGO REPUBLIC—Scientific equipment; laboratory glassware; requests replies from manufacturers only. Desco de Schulthess & Co., (importer), B.P. 2322, Elisabethville, Katanga.

FRANCE—Lorans, (long range navigation) devices—"a" & "c" combined. Direct purchase and agency. Barry, Rogliano, Salles, (Ventes), s.a., (importer, dealer), 37 rue Caumartin, Paris 9e.

Electronic laboratory apparatuses, components. Equipments Scientifiques, (importer, dealer), 94 rue de Sevres, Paris 7e. WTD 6/20/63.

GERMANY—Measuring instruments; manometers, thermometers, fittings. W. Baelz & Sohn K.G., (wholesaler), Koepffstrasse 5, Heilbronn a. Neckar.

LEBANON—School laboratory equipment, supplies; requests replies from manufacturers only. Saad Co., (importer, wholesaler, retailer), P.O. box 8, rue Bechara el Khoury, Beirut. WTD 7/8/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ BELGIUM—Trade Mission

Laboratory equipment for metallurgical labs such as spectrometers, hardness testing equipment, elongation, deformation testing equipment with high magnification. E. and P. Bodson, 6, quai St. Leonard, Liege. WTD 6/10/50 I.R. 77.★

GERMANY—Electronic, electric components for controlling, regulating devices for the automotive industry, particularly for temperature control; requests replies from manufacturers only. Direct purchase and agency. Moto Meter Hermann Schlaich, (manufacturer, importer, exporter), 67-75 Heilbronner Strasse, Stuttgart-N. WTD 2/27/63.

■ **GREECE**—Three-phase voltage regulator of 200 kva rating, to regulate voltage plus/minus for 2000 kva, strictly in accordance with PPC's specification GR-131; three-phase voltage regulator, same, but of 300 kva rating. Invitation No. 286. PA No. 240-700-898-221-2203. Limited worldwide (898). Bid deadline August 10. Public Power Corp., 30 Chalkokondyli St., Athens 102. Inquiry No. DMKD-342. Copies of the specifications, conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. If selected offer is from U.S., purchase will be financed by AID, under the PA cited, or with free dollars. SBC-287.

ITALY—Thermocouples, manometers, cells, transducers, amplifiers for measuring instruments: temperature, pressure, volume, speed. Direct purchase and agency. F.A.S.-Automazione Strumenti, (manufacturer, importer), via Koristka 8/10, Milan. WTD 5/31/63.

■ **THAILAND**—Radiation counting equipment. Reference No. S-3398 (Walhay). Contract between the University of Illinois, 833 S. Wood St., Chicago 12, Ill. and Thailand. Bid deadline August 13. U.S. source. Copies of detailed specifications may be obtained from Mr. W. L. Walhay, Purchasing Agent, Medical Center at above address. SBC-287.

384 Surgical, Medical, Dental Instruments

★★ BELGIUM—Trade Mission

Medical laboratory equipment, i.e. spectrophotometers, centrifuge, fluorometers, respirator equipment for hemotology (cellcounters); the whole line desired for exclusive agency. Ets. Van Hopplynus, S.A., 101, rue Royale, Brussels. WTD 2/13/63 I.R. 66.

Hospital furniture, electro-medical apparatus, disposable syringes, other disposable items for hospital, medical use, desired by importer. S.A.J. Hegelbach & Co., Chaussee de Charleroi 159, Brussels. WTD 3/18/57 I.R. 102.

Medical/surgical appliances, safety equipment for use in factores desired by manufacturer/distributor. Ets. A. Couvreur S.S., 78 rue Gallait, Brussels 3. WTD 2/26/63 I.R. 35.★

Hospital supplies, surgical instruments, bandages, plasters, medical supplies of highest quality for manufacturer of fine chemicals for pharmaceutical industry. Ludeco, 115, Ave. Albert Giraud, Brussels. I.R. 412.

CONGO REPUBLIC—Medical equipment; particularly interested in glassware, syringes, pulverizers; requests replies from manufacturers only. Desco de Schulthess & Co., (importer), B.P. 2322, Elisabethville, Katanga.

■ **COSTA RICA**—Anaesthesia machines, six cabinet type; accessories for same, such as corrugated tubes for inhalation, bags of conductive rubber, anatomical masks, transfiling devices, bird respirator, dietetic scale, pressure cuff for arterial pressure; various equipment to administer anaesthesia in open frop method, such as ether drops masks, pharyngeal cannulas, conductive rubber breathing bags, inflatable cuffs, stilettes, laryngoscopes. Invitation No. 5413. PIO/C No. 515-51-919-9-70124. Worldwide (899). Bid deadline August 21. Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. Single copies of complete invitation to bid available from Office of the Economic and Financial Counselor, Embassy of Costa Rica, 2112 S St., Washington, D.C., Attn: Mr. Louis Fernando Jimenez. SBC-287.

■ Physical therapy equipment, 20 items, such as lamp, infra red; stimulator, muscle; exerciser, bicycle, pediatric size; wheel, shoulder, exercise; standard treatment table; mirror, posture; fold-all-the-way gym; stool, adjustable, hydrocollator, complete. Invitation No. 5414. PIO/C No. 515-51-919-9-70124. Worldwide (899). Bid deadline August 22. Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. Single copies of complete invitation to bid available from Office of the Economic and Financial Counselor, Embassy of Costa Rica, 2112 S St., Washington, D.C., Attn: Mr. Louis Fernando Jimenez. SBC-287.

GERMANY—Dental equipment, supplies: dental instruments, teeth, fillings; requests replies from manufacturers only. Direct purchase and agency. Siemens-Reiniger-Werke AG, Dental-Depot (importer, wholesaler, agent), 23-25 Lindwurmstrasse, 8 Muenchen 15. WTD 6/24/63.

NEW ZEALAND—Self-contained underwater breathing equipment, underwater diving equipment: masks, pumps, flippers. S. Gordon Anderson, Ltd., (importer, manufacturers' representative), 15 Mount St., or P.O. box 1949, Auckland, C.1.

385 Ophthalmic Goods

BARBADOS—Sunshades; requests replies from manufacturers only. J. Astaphan & Co., Ltd., (general merchant), P.O. box 82, Roseau, Dominica, W.I. WTD 7/11/63.

CONGO REPUBLIC—Optical goods; requests replies from manufacturers only. Desco de Schulthess & Co., (importer), B.P. 2322, Elisabethville, Katanga.

■ **VIETNAM**—Optical machinery with surfacing tools, accessories, materials, including high speed toric and spheric lens generator; metal blocking system, complete, surface layout marker, complete; hand surfacers, two; four-headed automatic cylinder surfacers, three; cylinder and spheric lap cutter; template lap cutter, lap scoring machine; lens hardening unit; diamonds wheels, four; spherical laps, 65; spherical laps for fining on automatic bowl feed surfacers 170; cylinder polishing laps, 160; laboratory supplies, such as obrig pads, with 3 oz. special black ink; surfacing materials, such as, silicon carbide, #175 aluminum oxide non-suspended. All machines complete with normal two years supply of accessories, spare parts. C&f basis. Fob and freight indicated separately. 100% U.S. flag vessel. Limited worldwide (901). Bid deadline August 21. Optirex, 274 Hai Ba Trung, Saigon. Copies of detailed specifications may be obtained from Office of Small Business, AID, Rm. 2119, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-287.

386 Photographic Equipment

★★ BELGIUM—Trade Mission

Photographic products, i.e. cameras, projectors, suppliers, desired from U.S. sources by importer. Photo Orient, 40, Ave. Des Tropiques, Brussels. I.R. 385.

FRANCE—Non-professional photographic, movie equipment. Sem S.A., (manufacturer, exporter, importer), Aurex, (Haute Loire).

387 Watches, Clocks, Clockwork Operated Devices, Parts

GERMANY—Battery-operated electric clocks, stopwatches; exclusive distributorship or commission fee basis. Direct purchase and agency. Ferdinand Ballsieper Nachf., (wholesaler, sales agent), 44 Sedanstrasse, P.O. box 218, Bremen. WTD 6/28/63.

391 Jewelry, Silverware, Plated Ware

★★ BELGIUM—Trade Mission

Novel giftwares—preferably original designs in metal such as dinner services, cutlery, servers, pitchérs. Les Etains Metten, Huy Liege. I.R. 183.★

NETHERLANDS—Gold jewelry, diamonds set in jewelry; exclusive basis. Koninklijke N.V. Goud- en Zilverindustrie v/h Gebr. Rozendaal, (manufacturer), 11 Grote Noord, Hoorn. WTD 10/2/62.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—100 pairs of roller skates; 800 nylon-ball-bearing roller skate wheels. Thomas Brown & Sons, Ltd., (merchant, manufacturer), Townsville, Queensland. WTD 10/17/62.

BELGIUM—Educational toys, games for Belgian market. Direct purchase and agency. E.B.I.E.X., S.A., (importing distributor), 371, Chaussee St. Pierre, Brussels 4. WTD 7/3/63.

★★ BELGIUM—Trade Mission

Camping equipment, i.e. cots, tents, lifejackets, sleeping bags, picnic supplies, rainproof outer garments, above-ground swimming pools for importer. Sobeltop, 9, quai du Commerce, Bruxelles. I.R. 140.

Novel toys, games, dolls—inexpensive line—desired manufacturer/importer. Ets. L. Verboven s.p.r.l., 19 rue des Chartreux, Brussels 1. I.R. 188.

ECUADOR—Toys. Avellan & Cia., (importer), 9 de Octubre 512, P.O. box 3492, Guayaquil. WTD 6/25/63.

GERMANY—Sports goods, camping articles; also will represent U.S. producers of such commodities in West Germany. Direct purchase and agency. G.E. Hermann Roemer, (manufacturer, importer, exporter, wholesaler, agent), Plasticwarenfabrik, 18 Schwaighofstrasse, Freiburg/Breisgau.

Camping articles of all kinds. Nordwest, Eisen-und Metallwaren GmbH., (purchasing cooperative), 32-34 Berlinerstrasse, 58 Hagen. WTD 6/20/63.

JAPAN—Fishing tackle, equipment including spinning, casting rods, reels; skin diving equipment and scuba equipment. Daikoku Co., Ltd., (trading co.), 46, 2-chome, Hiroi-cho, Nakamura-Ku, Nagoya.

395 Pens, Pencils, Office Supplies

★★ BELGIUM—Trade Mission

Office supplies, 1st quality carbon paper, stationery copy paper, staplers, de-staplers, address indexes, stamp sealers, other items for office, desired by commission agent for manufacturers. R. Van Meerendonck; Cronckenroystraat 16, Edegem. I.R. 338.★

Ball point pens made in U.S.; low priced line, large quantities, under special advertising; low-cost cigarette lighters, other similar items for advertising purposes for wholesaler. S.P.R.L. Allaer et Dutron, 115, rue Vondel, Bruxelles 3. I.R. 406.

Fountain-pens—inexpensive line—for exclusive agency for importer. Ets. Rene Van Leeuwen, 17, Ijzeren Leen, Malines. I.R. 117.

NETHERLANDS—Fountain pens, ball point pens. Direct purchase and agency. Firma M. Juliard, (importer, wholesaler), 9 Schieweg, Rotterdam-4.

399 Manufacturing Industries

★★ BELGIUM—Trade Mission

Scrap, surplus with by-products, i.e. textile wastes, chemical wastes, plastic scrap desired by manufacturer of raw textile materials. S.A. A. & A. Demeulenaere & Co., Zarren. WTD 4/2/63 I.R. 238.

Packaging materials for perfumes, detergents, aerosols, pharmaceuticals, in glass, plastic bottles, aerosols, cans, valves, stoppers, in rubber or plastic, bottle caps in metal, plastic, boxed in plastic, fibreglass. S.A. Verreries Henri Desjonqueres, 1, rue Martin Lindekens, Brussels 15. I.R. 63.

Bottled butane and propane gases for ready-made domestic sales outlet—wholesaler. L'Acide Carbonique Pur, S.A., 47, rue Heyvaert, Brussels 7. I.R. 127.

Hardware items, e.g. hand tools, garden tools, plumbing supplies, camping equipment, garage, service station equipment, boats, accessories for importer of considerable size. Ets. John H. Graham (Imp.), Ave. des Villas, Ruisbroek, Brussels. WTD 9/62 I.R. 150.

Marine equipment, ship supplies—in Bond or in Free Zone—to sell to outlets on duty-free basis desired by importer for re-export, embassies, airports, post exchanges. Avimar, ave. de France, 38, Antwerp. WTD 6/19/61 I.R. 284.

Builders' hardware, insulation, building supplies—especially plastics for wholesaler/agency with view toward licensing/joint ventures. S. A. Kreglinger, Grande Pl., Antwerp. WTD 1/20/60 I.R. 289.

Steam fittings for boilers, packings, joinings rubber pipe, rubber covers for textile machines, automobile accessories for importer. Ets achille Marchal, 87 ave. du Parc, Brussels 6. I.R. 193.

ECUADOR—General line of babyware, including baby furniture, carriages; all types of novelty giftware. Avellan & Cia., (importer), 9 de Octubre No. 512, P.O. box 3492, Guayaquil. WTD 6/25/63.

Full line of bar equipment, accessories. Avellan & Cia., (importer), 9 de Octubre No. 512, P.O. box 3492, Guayaquil. WTD 6/25/63.

ENGLAND—Decorative items in aluminum and brass to add "sales appeal" to electrical and domestic appliances; furniture fittings, other decorative finishes. Hettich, (Great Britain), Ltd., (manufacturer, exporter, importer, wholesaler), Victoria Rd., Burgess Hill, Sussex. WTD 6/27/63.

FRANCE—High quality raw fur; requests replies in French. Amedee Missir & Cie., (dealer in raw fur), 40 rue de l'Echiquier, Paris 10e. WTD 12/27/63.

GERMANY—Liquefied gas operated searchlights, signal lamps, work lamps of all kinds, including pressure regulators, propane hose fittings, armatures, tools for propane burners; for soldering; boilers for heating cable sealing compounds. Starklicht Otte K.G., (manufacturer, importer), 2 Wirmerstrasse, 463 Bochum. WTD 3/26/63.

■ **KOREA**—Various seeds, acids, mixtures; valves, electric fans, pumps, spare parts for movie projectors; 23 items of scientific, professional instruments, such as balances, pyrometers, refractometer, thermometer, filters, resistors. PIO/C No. 489-A-11-AA-9-30090. Limited worldwide (901). Bid deadline August 15. Invitation No. AID-3058-P. Specifications and conditions may be obtained from the Korean Embassy, 2322 Massachusetts Ave., N.W., Washington, D.C. Registration procedure, formats, specifications, conditions also available from the Korean Consulate General, 9 E. 80th St., New York 21, N.Y., and the Korean Consulate General, 3500 Clay St., San Francisco, Calif. SBC-276.

MOROCCO—Individual type sugar dispensers for restaurants; requests replies from manufacturers only in French. Direct purchase and agency. A. Albertelli, (importer), 62, rue Clemenceau, Casablanca.

NETHERLANDS—New items in the field of smoker's requisites, (pipes, lighters, cigarette cases). Direct purchase and agency. Le Corbeau & Zoon, (importing distributor, wholesaler), Groothandelsgebouw, 723 Weena, Rotterdam-4.

■ **THAILAND**—Sewing Machines, spirit process duplicating machine, kit; tape recorder; record player; portable power megaphone; generator; pick-up truck; motor bicycle, spare parts; 16 mm. movie projector; screen, 60x 60"; Eastman 16mm. fine grain duplicating negative, 16 items, various quantities. PIOC No. 493-M-81-AC-9-30253. Limited worldwide (901). Bid deadline August 22. Procurement & Supply Div., Dept. of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Invitation No. INT-DTEC-605. Single copies of complete invitation to bid available from Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl. NW., Washington, D.C. 20008. SBC-287.

■ Various quantities, 13 items, such as heavy duty brush cutter; hand sprayers; truck, Chevrolet; motor vehicles, spare parts; multilith; mimeograph machine; projector 16 mm., screen projection. PIO/C No. 493-A-11-AB-9-30166. Limited worldwide (901). Bid deadline August 20. Procurement & Supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Invitation No. AGR-DTEC-604. Single copies of complete invitation to bid available from Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. 20008. SBC-287.

■ Various items, various quantities, 92 items, such as dehumidifiers; garden plow; compressed air sprayers; different agricultural equipment, parts; microscopes; illuminators; ultra violet lamps, bulbs; balance weights; microliters. PIO/C No. 493-A-11-AI-9-30150. Limited worldwide (901). Bid deadline August 21. Procurement & Supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Invitation No. AGR-DTEC-600. Single copies of complete invitation to bid available from Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. 20008. SBC-287.

■ Phenothiazine powder, 500 lb.; laboratory equipment, 28 items, such as, goldfish fat extraction apparatus; bang's pipettes; set of leather packing washers; record type hypo syringes; intravenous outfit flutter valve type; hypodermic needles; hemometer-sahlihellige with plane field, glass prism comparison standards, hemoglobin scales. PIO/C No. 493-A-11-AI-9-30153. Limited worldwide (901). Bid deadline August 16. Procurement & Supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Invitation No. AGR-DTEC-603. Single copies of complete invitation to bid available from Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. 20008. SBC-287.

509 Wholesalers

ECUADOR—Marine hardware, naval stores. Equipos Mecanizados S.A., (importer), Pedro Carbo No. 413, P.O. box 3665, Guayaquil. WTD 5/31/63.

FRANCE—Insulating material used in construction. Direct purchase and agency; requests replies in French. G. Barbier & Cie., (manufacturer, importer, exporter), 15 rue de la Federation, Montreuil s/Bois (Seine).

IRAQ—Paints, varnishes, building materials; requests replies from manufacturers only. Direct purchase and agency. Shahdost S. Rassam, (importer, wholesaler, retailer, sales agent), Kirkuk. WTD 7/9/63.

Army surplus tools, hardware. Direct purchase and agency. Ghazzi Mercantile House, (importer, wholesaler, retailer, sales agent), 406/1 Rashid St., Baghdad. WTD 3/8/62.

ITALY—Army surplus: 50 mt. of scrap army tentage, requests offer be made cif Genoa. E. Mimum, (importer), via Meravigli 16, Milan. WTD 9/12/62.

NIGERIA—All types of building materials; especially floor tiles, reinforcing rods, window glass, louvred windows, venetian blinds, acoustic tiles, linoleum. Direct purchase and agency.

Rufus O. Adeyemi & Co., (manufacturers' representative), P.O. box 2704, Lagos. WTD 6/28/62.

TANGANYIKA—All types of building material, equipment; requests c.i.f. prices from manufacturers. Tanganyika Cotton Co., Ltd., (importing distributor, commission merchant), P.O. box 655, Dar es Salaam. WTD 6/11/63.

TRUCIAL STATES—Building material. Salim A. Aziz Mukhawai, (retailer), P.O. box 603, Dubai. WTD 6/30/63.

781 Motion Picture Production, Distribution

AUSTRALIA—3-d illuminated pictures. V. DiMarco & Co., Pty., Ltd., (importer), 70 Berwick St. Valley, Brisbane, Queensland.

891 Engineering, Architectural Services

TURKEY—Consulting engineer with experience in fire brick manufacturing. Mr. Giray and Canatan, General Directorate, (fire brick plant), Sumerbank, Ankara.

899 Services

HONG KONG—Firms specializing in "Cocoon" packaging for moth-balling bulk equipment with polyethylene or plastic materials. Far East Oxygen and Acetylene Co., (manufacturer), 313 Chartered Bank Bldg., Hong Kong. WTD 6/12/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

GREECE—Foodstuffs in general; specifically for rice, squid, mackerel, red caviar, salmon, shrimps. Pean J. Pazaropoulos & Co., (sales agent), 51 Evripidou St., Athens. WTD 7/12/63.

202 Dairy Products

GERMANY—Dairy products, related agricultural products. Molkerei Georg Jaeger, oHG, (manufacturer), 38 Hauptstrasse 8092, Haag/obb. WTD 6/24/63.

203 Canning, Preserving Foods

GERMANY—Canned chopped ham, luncheon meat, pork, chicken; canned green beans, peas, asparagus, peaches, pineapples, pears, cherries, fruit cocktails, sweetened citrus fruit juices. W. Delventhal, (sales agent), Alte Holstenstrasse 23, Hamburg-Bergedorf.

204 Grain Mill Products

ITALY—Wheat, other grains; such as barley, oats, rye and corn. Sicom S.a.s., (agent), 44, Corso Re Umberto, Turin. WTD 7/9/63.

211 Cigarettes

NIGERIA—Cigarettes; requests replies from manufacturers only. Rufus O. Adeyemi & Co., (manufacturers' representative), P.O. box 2704, Lagos. WTD 6/28/62.

220 Textile Mill Products

AUSTRALIA—Tablecloths, either woven or printed. Asti and Co., Pty., Ltd., (importing distributor, manufacturer's agent), 253 Clarence St., Sydney.

BELGIUM—Line of textile products, textile accessories for the ready-made clothing—i.e. padding, backing, supporting materials; requests replies in French or German. Ets. Robert Furst, (importer, exporter, wholesaler, commission agent), 171 Blvd. Guillaume Van Haelen, Brussels 19. WTD 6/25/63.

GREECE—Non-covered elastic threads; commission fee basis. Is. M. Beja Fils, (sales agent), 10-12 Aristidou St., Athens. WTD 6/10/63.

Fabrics; cotton, nylon shirtings. Sophocles Varcoutas, (sales agent), 12 Petraki St., Athens 126. WTD 7/5/63.

LEBANON—Nylon, cotton, woven apparel, woolen, dacron fabrics, woolen, rayon upholstery fabrics; requests replies from manufacturers only. A. Sahmarani Freres, (manufacturers' agent), P.O. box 291, Allenby St., Beirut. WTD 7/8/63.

NICARAGUA—Cotton textiles; cloth ribbon; ladies underwear; nylon socks for children; prices must compete with Japanese and German prices. Mercantil Internacional Cia., Ltda., (sales agent), Apartado No. 1393, Managua. WTD 3/20/63.

SOUTH AFRICA—Stretch cotton denims suitable for the manufacture of men's, women's jeans, also in hopsack, linen types. Mill Agents S.A., (Pty.), Ltd., (manufacturers' agent), P.O. box 3161, Cape Town. WTD 6/14/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Towelling; exclusive agency agreement. Asti and Co., Pty., Ltd., (importing distributor, manufacturer's agent), 253 Clarence St., Sydney, N.S.W.

222 Broad Woven Fabric Mills: Man-Made Fiber, Silk

AUSTRALIA—Bedspreads: art silk, chenille, cottage weave, other types. Asti and Co., Pty., Ltd., (importing distributor, manufacturer's agent), 253 Clarence St., Sydney.

223 Broad Woven Fabric Mills, Wool

LEBANON—All grade of woolen blankets; requests replies from manufacturers only. A. Sahmarani Freres, (manufacturers' agent), P.O. box 291, Allenby St., Beirut. WTD 7/8/63.

227 Floor Covering Mills, Products

LEBANON—Woolen and fiber carpet; requests replies from manufacturers only. A. Sahmarani Freres, (manufacturers' agent), P.O. box 291, Allenby St., Beirut. WTD 7/8/63.

229 Textile Goods

GERMANY—Artificial leather high speed running straps for use in textile and textile machine industries; porous artificial leather for shoe uppers; requests replies from manufacturers only. C. Kaempfer OHG., Lederfabrik, (manufacturer), 16 Johanniterstrasse, 51 Aachen. WTD 5/24/63.

230 Apparel

FRANCE—Winter sport garments for men, women, children. Wermes S.A., (manufacturer), 30 rue d'Aboukir, Paris 2e.

IVORY COAST—Blue jeans; requests replies from manufacturers only in French. Ets. Desplaces & Cie., (wholesaler), B.P. 2802, Abidjan. WTD 7/9/63.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Stylish children's dresses, 1½ to 5 yrs., for sale to department stores and textile outlets; requests replies from manufacturers only. Helmut Gruenewald, (importer, wholesaler, manufacturer's agent), 38 Grunerstrasse, 4 Duesseldorf. WTD 3/22/63.

251 Household Furniture

NICARAGUA—Baby furniture, supplies; prices must compete with Japanese and German prices. Mercantil Internacional Cia., Ltda., (sales agent), Apartado No. 1393, Managua. WTD 3/20/63.

261 Pulp Mills, Products

GERMANY—Bleached, unbleached sulphite and sulphate chemical woodpulp, mechanical woodpulp; price quotations on c.i.f. Hamburg, Bremen, or Rotterdam basis for 500 ton lots with customary overseas shipment packing. Possehl Cellulose-Import G.m.b.H., (importer, sales agent), Steinhoeft 11, Hamburg 11. WTD 6/10/63.

264 Converted Paper, Paperboard Products

BELGIUM—Kraft paper in large rolls; machine coated papers for quality and cold printing; paper or board folding boxes, cups. S.A. des Papeteries De Virginal, (importer), at Virginal, and 30 Blvd. du Regent, Brussels. WTD 6/28/63.

NICARAGUA—Gift wrapping paper; prices must compete with Japanese and German prices. Mercantil Internacional Cia., Ltda., (sales agent), Apartado No. 1393, Managua. WTD 3/20/63.

270 Printing, Publishing Industries

GERMANY—All kinds of newspapers, trade journals, directories. F.B. Schapitz, (advertising agency), Auslandswerbung, 7122 Besigheim bei, Stuttgart. WTD 1/12/62.

281 Industrial Chemicals

ISRAEL—Full line of industrial chemicals; laboratory equipment, supplies; exclusive agency. Import Co. Established By Chemorad-Ltd., (importer, manufacturer's agent), 22 Harakevet St., Tel Aviv.

JAPAN—Chemical reagents for use in high-molecule experimental tests; standard reagents for gas-chromate column elementary analyses; standards for metal analyses. Ishizu Seiyaku, Ltd., (manufacturer, importer, wholesaler), 26 Dosho-Machi 2-chome, Higashi Ku, Osaka.

NICARAGUA—Fatty acids, tallow; caustic soda; prices must be competitive with Japanese and German prices. Mercantil Interna-

cional Cia., Ltda., Apartado No. 1393, Managua. WTD 3/20/63.

282 Synthetic Materials

GERMANY—Raw materials, semi-finished products used by processors of plastic materials for the manufacture of plastic foils and injection moldings, such as polyvinyl chloride, acrylic resins, polyethylene; exclusive distributorship on a commission fee basis. Juergen Theess, (exporter, sales agent, wholesaler), 61-62 Am Wall, Bremen. WTD 7/15/63.

283 Drugs

AUSTRALIA—Ethical pharmaceutical preparations. Orbit Chemicals, Pty., Ltd., (manufacturing chemist), 40-42 Hansard St., Waterloo, N.S.W.

BELGIUM—Ethical products; pharmaceutical products, specialties. Usines Codipha, S.A., (importer, wholesaler, manufacturer), 47-57 rue Francois Bossaerts, Brussels. WTD 6/26/63.

New lines in pharmaceutical field for sale in Belgium, eventually in other European countries. Etablissements Codali, S.A., (importer, wholesaler, manufacturer), 10 Sq. Ambriorix, Brussels. WTD 6/27/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BELGIUM—Cosmetics; toilet preparations; requests replies from manufacturers only. Usines Codipha, S.A. (importer, wholesaler, manufacturer), 47-57, rue Francois Bossaerts, Brussels. WTD 6/26/63.

285 Paints, Varnishes, Lacquers, Enamels

GHANA—Paints, especially corrosive-resistant paints, automobile paints; exclusive agency for Ghana, Nigeria, Sierra Leone. Paul Egli, (manufacturers' representative), P.O. box 2221, Accra. WTD 5/18/62.

286 Gum, Wood Chemicals

COLOMBIA—Gum rosin for the manufacture of soaps. Hinterlach, Lindemeyer & Cia., Ltda., (commission merchant), Apartado Aereo 959, Barranquilla. WTD 6/27/63.

291 Petroleum Refining

COLOMBIA—Paraffin for candle manufacturing. Hinterlach, Lindemeyer & Cia., Ltda., (commission merchant), Apartado Aereo 959, Barranquilla. WTD 6/27/63.

307 Plastics Products

GREECE—Plastic products: artificial, plastic, leather, plastic tiles, flooring, plastic sheeting for curtains, upholstery, tablecloths. Sophocles Varcoutas, (sales agent), 12 Petraki St., Athens 126. WTD 7/5/63.

NICARAGUA—Plastic household articles; prices must be competitive with Japanese and German prices. Mercantil Internacional Cia., Ltda., (sales agent), Apartado No. 1393, Managua. WTD 3/20/63.

322 Glass, Glassware

NICARAGUA—Glassware; prices must be competitive with Japanese and German prices. Mercantil Internacional Cia., Ltda., (sales agent), Apartado No. 1393, Managua. WTD 3/20/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Silicon carbide abrasives for fiberboard producers; silicon carbide abrasives for producers of parquet flooring, abrasives for woodworking industry; abrasives for metal-working industry; abrasive cloth, belts, discs; finishing paper silicon carbide for the furniture industry; requests replies in German. Walter Schwarz, (wholesaler), Sonnenhalde, 7151 Heutensbach, Kreis Backnang/Wuertt.

331 Steel Mill Products

COLOMBIA—Electrolytic tinplate for manufacture of bottle crown caps. Hinterlach, Lindemeyer & Cia., Ltda., (commission merchant), Apartado Aereo 959, Barranquilla. WTD 6/27/63.

PAKISTAN—Stainless steel; special steel; non-ferrous metal; requests replies from manufacturers only. Ameejee Valeejee and Sons, (manufacturers' agent, commission merchant), Ameejee Chambers, Campbell St., P.O. box 51, Karachi. WTD 1/26/61.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GERMANY—Rolling mills, sheet copper, sheet lead. Josef Alber & Sohn, (importer, exporter), Aalen/Wuerttemberg, Tulpenweg 14.

342 Cutlery, Hand Tools, General Hardware

BELGIUM—Precision tools; exclusive agency; requests replies in French. Ets. Schriewer, S.P.R.L., (importer, exporter, wholesaler), 29 Ave. Winston Churchill, Brussels 18. WTD 6/21/63.

349 Fabricated Metal Products

BELGIUM—Filters; requests replies in French. Sogevemi S.P.R.L., 10 Ave. des Klauwearts, Brussels 5. WTD 7/2/63.

353 Construction Machinery

AUSTRALIA—Coal mining equipment, specifically: continuous miners, coal cutting equipment, shuttle cars, belt conveyors. Parbury Henty & Co., Pty., Ltd., (importer, agent, manufacturer), 297-299 Adelaide St., Brisbane, Queensland.

BELGIUM—Manufacture of hydraulic and automatic machinery, materials handling equipment, belt, chain conveyors; exclusive agency, and/or licensing agreement. Mecanique Automatique Moderne, S.A., (manufacturer, exporter, sales agent), 19 rue du Gaz, Kain-Tournai. WTD 6/18/63.

GERMANY—Vibration conveyors, screw conveyors, pneumatic conveying equipment for use in the chemical, foodstuffs, cement, coal industries; requests replies from manufacturers only. O. Boesen, (manufacturer's agent), Spichernstrasse 24, 4 Duesseldorf-N. WTD 6/19/63.

TURKEY—Heavy construction equipment, e.g. shovels, scrapers, cranes, tractors, crushers, excavators, trucks; also harbor, river barges, ferries; requests replies from manufacturers only. Altay Kollektif Ortakligi, (partnership, commission agent, machinery, paper), Sumer Sokak 16/3, Yenisehir-Ankara. WTD 10/10/62.

354 Metalworking Machinery

AUSTRALIA—Pop rivets, tools used in conjunction with them—hand pneumatic riveting guns, hand pliers; requests data, illustrations, prices from manufacturers only; type of rivets are those used by sheet metal workers, motor body builders. Harris, Scarfe and Sandovers, Ltd., Attn: Mr. R.A. Lumsden, (importer, wholesaler, retailer), G.P.O. box B. 92, Perth. WTD 7/8/63.

PAKISTAN—Machine tools; requests replies from manufacturers only. Ameejee Balleejee and Sons, (manufacturers' agent, commission merchant), Ameejee Chambers, Campbell St., P.O. box 51, Karachi. WTD 1/26/61.

355 Special Industry Machinery

GERMANY—Machinery for processing plastic materials, especially for the manufacture of foils and injection moldings; exclusive distributorship on a commission fee basis. Juergen Theess, (exporter, sales agent, wholesaler), 61-62 Am Wall, Bremen. WTD 7/15/63.

Woodworking machinery such as power saws, power saw chains, power chain cutter grinders, power hedge trimmers. Alfred Spier, (manufacturer's agent), Postchliessfach 7902, 48 Bielefeld. WTD 6/25/62.

356 General Industrial Machinery

BELGIUM—Valves, ptfe products; requests replies in French. Sogevemi S.P.R.L., 10 Ave. des Klauwearts, Brussels 5. WTD 7/2/63.

358 Service Industry Machines

BELGIUM—New line of items related with floor maintenance equipment, supplies; batteries, battery chargers used in floor maintenance equipment. Eliona, S.A., (importer, wholesaler), 636-638 Ave. de Schaerbeek, Vilvorde, Brussels 13. WTD 6/27/63.

GERMANY—Water purification equipment, sewage clarifiers, sewage treatment equipment, air cleaning equipment, screening separators; requests replies from manufacturers only. O. Boesen, (manufacturer's agent), 24 Spichernstrasse, 4 Duesseldorf-N. WTD 6/19/63.

GREECE—Room air conditioners, fan coils, packaged water chillers; requests replies from manufacturers only; commission fee basis. G. Liacacou—E. Xourafa & Co., (sales agent), 6 George St., Caningos Sq., Athens. WTD 7/16/63.

PAKISTAN—Packaged and window type air conditioners; requests replies from manufacturers only. Wireless Traders, (retailer, wholesaler, manufacturers' agent), Victoria Rd., Post Box 7259, Karachi. WTD 4/6/62.

TRUCIAL STATES—Room air conditioning units. Nasser Bin Abdullatif, (importer, retailer, wholesaler), P.O. box 19, Dubai. WTD 7/17/63.

361 Electric Transmission, Distribution Equipment

GERMANY—Electronics and/or electro-technical products; requests replies from manufacturers only. Hasso—Projektionstechnik, 28 Goethestrasse, 8 Muenchen 15. WTD 6/24/63.

URUGUAY—Electronic instruments, devices, appliances, related engineering services; exclusive agencies. B.G.S. Ingenieros, S.A., (en formacion), (sales, service of electronic instruments, appliances), Sitio Grande 1315, Montevideo. WTD 7/9/63.

363 Household Appliances

BELGIUM—Spare parts, i.e. household apparatus, electrical appliances, measuring in-

struments. Ateliers Montas—Paul F. Van Soye, (assembling of household apparatus, electrical appliances, measuring instruments), 246 ave. Parmentier, Brussels 15. WTD 7/3/63.

GERMANY—Electric and non-electric household appliances; requests replies from manufacturers only. Meteor-Maschinebau Franz W. Prettl, (manufacturer), 44-52 Bollstrasse, 7417 Pfullingen/Wuertt.

Electric household appliances, such as toasters, flat irons, immersion heaters, mixers, of 220 v. a.c., 50 cycles; requests replies from manufacturers only. Hansa Elektro-Vertrieb, (manufacturers' agent), 36 Bartholomaeusstrasse, 56 Wuppertal-Barmen. WTD 6/14/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Electrical supplies including cables, plugs. Societe Nouvelle des Cables & Appareils Electriques Pierre Francois, (manufacturer, importer, exporter), 104 Ave. de Villiers, Paris 17e. WTD 1/29/63.

GERMANY—Electric installation material, cables, switches, wall plugs; requests replies from manufacturers only. Hansa Elektro-Vertrieb, (manufacturers' agent), 36 Bartholomaeusstrasse, 56 Wuppertal-Barmen. WTD 6/14/63.

371 Motor Vehicles, Motor Vehicle Equipment

COLOMBIA—Automotive parts, accessories. Hinterlach, Lindemeyer & Cia., Ltda., (commission merchant), Apartado Aereo 959, Barranquilla. WTD 6/27/63.

372 Aircraft, Parts

FRANCE—Aircraft radio equipment; aircraft spare parts for new and used planes. Eurafricair—E.A.M., (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 6/6/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BELGIUM—Control and measuring equipment used in various industries; requests replies in French. Ets. Schriewer, S.P.R.L., (importer, exporter, wholesaler), 29 Ave. Winston Churchill, Brussels 18. WTD 6/21/63.

384 Surgical, Medical, Dental Instruments

BELGIUM—Dental cement, algynates, elastomer, dental drills, drilling machines, other products for making dental plates; requests replies in French. Ad Magnee & Enfants, (importer), 119 rue Belliard, Brussels. WTD 7/3/63.

Hospital supplies; hygienic items; requests replies from manufacturers only. Usines Codipha, S.A., (importer, wholesaler, manufacturer), 47-57 rue Francois Bossaerts, Brussels. WTD 6/26/63.

ITALY—Plastic syringes, vacuum sterile needles, vacuum sterile suture needles. Gima—Gruppo Industriale Milanese Aghi, (agent), via V. Vela 5, Milan. WTD 6/12/63.

387 Watches, Clocks, Clockwork Operated Devices, Parts

BELGIUM—Clocks, except wrist watches; exclusive distributorship for expansion bracelets for watches, jewelry, souvenirs; requests replies in French. Bijoux-Preference, Mr. Gustave Leon Goldfays, (importer, wholesaler), 9-11 rue du Bon Secours, Brussels. WTD 6/24/63.

394 Toys, Amusement, Sporting Goods

GERMANY—Camping articles; requests replies from manufacturers only. Meteor—Maschinenbau Franz W. Prettl, (manufacturer), 44-52 Bollstrasse, 7417 Pfullingen/Wuertt.

399 Manufacturing Industries

NICARAGUA—Hair pins, rollers, other articles for the hair; prices must be competitive with Japanese and German prices. Mercantil Internacional Cia., Ltda., (sales agent), Apartado No. 1393, Managua. WTD 3/20/63.

509 Wholesalers

LIBYA—General merchandise for retail outlets. Figli di B. Miscerghi, (importer, wholesaler, retailer), Zahawi Bldg., 16 Sharia Rafii, Tripoli. WTD 3/19/63.

273 Books

EL SALVADOR—Agent or distributor for El Salvador business directory entitled "Guia Para Todos." Melero, Mata y Cia., Apartado Postal 185, San Salvador.

325 Structural Clay Products

MEXICO—Seeks distributors for 12 x 12 terrazzo in various colors; ceramic tile in all colors. Fabrica de Mosaicos y Blocks Quintanilla, S. de R. L., C. Salazar 724 Oriente, Monterrey, N. L. WTD 6/18/63.

336 Nonferrous Foundries

ISRAEL—Sand molding, shell molding, permanent mold casting in stainless steel, aluminum alloys, bronzes, brasses. Habonim Metals, Kfar Hanassi, Upper Galilee. Cable address: HABMET, Rosh Pina, Israel. WTD 5/27/59.

358 Service Industry Machines

SWEDEN—Carpet sweepers. Direct or agencies. AB Legis, Delsjovagen 21, Goteborg.

362 Electrical Industrial Apparatus

ENGLAND—Electric heating mantles for laboratories, glass plants; industrial electric surface heaters. Firm will require technically well-qualified organization, direct or agent, importing on own account and organizing promotion, technical assistance. Isopad, Ltd., Barnet-by-pass, Boreham Wood, Hertfordshire. For descriptive catalogs write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, D.C. 20230. WTD 6/26/63.

375 Motorcycles, Bicycles, Parts

ARGENTINA—Motorcycles (4th and 5th series), to direct buyers, distributors, sales agents. General Roberto A. Giber, Dinex, S.A., San Jose 317-3, Buenos Aires. WTD 3/8/62.

394 Toys, Amusement, Sporting Goods

FRANCE—Ski-holders. Societe Nouvelle des Cables & Appareils Electriques Pierre Francois, 104 ave. de Villiers, Paris 17e. WTD 1/29/63.

396 Costume Jewelry

EL SALVADOR—Class rings for high school, university students. Direct or through agency. Almacen Silueta, Calle Arce 306, San Salvador.

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic Minerals

MEXICO—Optical calcite of one-in. edge or larger sizes. Available production: 100 lb. per month. Editorial Lealtad, S.A., Calle Juarez 1105, Apartado No. 477, Chihuahua, Chih.

203 Canning, Preserving Foods

MOROCCO—Whole black olives, canned apricots, olive oil. French language correspondence preferred. Societe Oleicole de Marrakech, ave. Hassan II, Marrakech. WTD 6/27/63.

204 Grain Mill Products

AUSTRALIA—High quality, high protein fish meal packed in polyethlene-lined bags (140 lb. ea.). Protogen, Pty., Ltd., 110 Roma St., Brisbane, Queensland.

223 Broad Woven Fabric Mills, Wool

SWEDEN—Fabrics: wool; wool/synthetic; wool/rayon; synthetic/cotton; nylon. Kilsunds AB, Boras. WTD 12/17/62.

249 Wood Products

SWEDEN—Wooden turney (dowels, dowelpins, handles, bobbins, wooden tops); wooden legs for furniture; all kinds of woodenware. Lentix Wood Industries AB, P.O. box 206, Kalmar. WTD 9/12/61.

266 Building Paper, Building Board Mills, Products

SWEDEN—Board: hardboard, paper. Direct of agencies. AB Legis, Delsjovagen 21, Goteborg.

Vietnam invites tenders for eléctronic components

Bids from U.S. industry on quantities of electronic components including tubes, relays, fixed resistors, variable resistors, capacitors, transformers and magnetic tape are requested by the Republic of Vietnam.

Complete listings of the above items appear in bid invitations 0922-27063 and 0923-27063 from Central Purchasing Authority, P.O. box H-5, Saigon, Vietnam, (Cable: MAIDICH Saigon).

Bids must be submitted to the above address by August 21. Cable bids will be accepted if formal air mail bids go forward at the same time and it is so stated in the cable.

Copies of tenders are available for review in the Electronics Division, BDSA, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-2328).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. M. P. Webber, director, S. Hoffnung & Co., Ltd., 157 Clarence St., Sydney, interested in exploring possibilities for licensing arrangements, joint manufacturing arrangements, purchase of products to be imported from the U.S. Interested in all items of **housewares, plastics, fancy goods, notions, novelty merchandise, tobacco sundries, clocks, patent medicines, cutlery, hardware, confectionery, toys, fishing tackle, photographic supplies.** August 7 via Honolulu for two months. c/o Australian Trade Commissioners in Chicago, San Francisco, New York. Itinerary: San Francisco, Los Angeles, Chicago, New York.

COSTA RICA—Eduardo Massey Sanchez, representing Massey e Hijos Ltds., Apartado 1301, interested in a line of **industrial machinery, equipment, construction materials, fixtures, builders' hardware.** July 19 via Miami for 22 days. c/o Victoria Hotel, New York, N.Y. Itinerary: Miami, New York.

GERMANY—Herta Koch, representing Koch Plastik-Verarbeitung, 133 Graulingerstrasse, Dusseldorf-Gerresheim, interested in **visiting plastic processing plants.** August 5 via New York for four weeks. c/o Mrs. Herta Koch, Terstappen, 251 Wingate Rd., Upper Darby, Pa. Itinerary: New York, Upper Darby, Pa.

GERMANY—Dr. Ulrich von Kritter, TKV Transportanlagen Konstruktions and Vertriebs GmbH., 2 Heinrich von Kleiststrasse, Bad Homburg v. d. Hoehe, interested in establishing contact with U.S. firms wishing to acquire a manufacturing license for **special conveying systems** and/or to negotiate a cross-licensing agreement for conveying equipment. August 15 via New York for three weeks. c/o Dr. Westphal, 1113 Oak St., Elisabethtown, Ky. Itinerary: New York, Pennsylvania, Ohio.

INDIA—Mr. Polouse Matthen, industrial advisor, representing Globe Motors Ltd., 1/2 Jhandewala, New Delhi, interested in setting up a **steel foundry to manufacture steel castings;** visit plants with a view to discuss technical/financial collaboration. First week of August via New York for two weeks. c/o Methew J. Kust, 1001 Connecticut Ave., Washington, D.C. Itinerary: New York, Washington, Chicago, Pittsburgh.

IRAN—Mir Karim Fattahi, representing The Rayen Co., Ltd., and the Nav Co., Ltd., 316 Ave. Takhte Jamshid, Tehran, interested in contacting U.S. **engineering firms** with a view to cooperating with them in Iran. August 10 via New York for three months. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

NEW ZEALAND—Harry Ernest Caplen, representing Richardson McCabe and Co., Ltd., 216/8 Willis St., Wellington, interested in **machinery, plant and electrical equipment** available for import to New Zealand and also request technical information on plant and machinery for **wood processing, papermaking construction work, meat cutting, packing and materials handling.** August 26 via Seattle for four weeks. August 26-September 2—c/o Mr. Alvord, Sprout, Waldron and Co., Box 383-H, Route 6, Olympia, Wash.: September 3-20—c/o New Zealand Trade Commissioner, 153 Kearny St., San Francisco, Calif. Itinerary: Seattle, Portland, Olympia, Medford, San Francisco, Los Angeles.

PAKISTAN—Mr. Manzoor Elahi, representing Paruma, (Eastern), Ltd., Narayanganj Rd., P.O. box 139, Dacca 4, interested in **selling leather, rubber, canvas footwear and rubber soles, heels** in the U.S.; appointing an agent in the U.S. for its products. Last week of July via New York for two weeks. c/o Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. Itinerary: New York, San Francisco.

Syria calls for tenders for railway reconstruction

The Executive Committee of the Hijaz Railway Rehabilitation Commission, Damascus, Syria, invites firms to bid for the reconstruction of the Hijaz Railway from Ma'an, Jordan, to Medina, Saudi Arabia.

The bid deadline is August 31.

The following information is available from the Executive Committee Recommissioning Hijaz Railway Line, 29 May St., P.O. box 2978, Damascus, Syria, (Cable: REHEJAZ):

Revised book conditions and book specifications, $5.40 each; design report, $10.60; contract drawing, $0.52 per sheet; profile drawing, whole project, $13.20.

Applications must include name, nationality, residence, and technical qualification of bidder and be accompanied by a bank guarantee of one million Syrian pounds (approx. $250,000).

Railway equipment catalogs asked for El Salvador

The Salvador Railway, El Salvador, is preparing to issue invitations to bid for the purchase of equipment and rolling stock to improve the service of the railroads.

In order to make up these invitations to tender, the Railway would like to receive catalogs from manufacturers and exporters of railway equipment such as: locomotives, freight cars, and rails.

Interested companies should forward the information to: Ferrocarril de El Salvador, c/o Ministerio de Economia, 6a. Avenida Sur No. 133, San Salvador, El Salvador.

Iraq extends bid deadline

The Ministry of Works and Housing for Iraq has announced that the deadline for bids on tender No. 3, University of Baghdad, (INTERNATIONAL COMMERCE, Oct. 29, 1962, p. 27, and April 22, p. 26), will be extended to a future date which will be designated by the Planning Board.

All participants will be issued new documents in the near future.

Cement kiln construction planned for Tunisia

Ciments Artificiels Tunisiens plans to construct a cement kiln in Djebel-Djelloul, near Tunis.

No bid date has been specified.

With a production capacity of 750 tons/24 hr., the following facilities are required: stocking basin of 5,000 m3; two rotative paste pumps with an electric-powered engine; homogenization compressor; paste feeder; "Pillard" fuel heating equipment; fan for the exhaust of smokes; and cooler with a daily capacity of 1,000 tons of clincker.

A tender document (in French) is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce, Room 4022, Washington, D.C. 20230. (Telephone: WOrth 7-5589).★

Bid deadline extension announced by India

The Superintending Engineer, Technical/Civil, Madras State Electricity Board, 157 Mount Rd., Madras 2, India, has advised that the bid deadline for specification No. C. 910 has been extended from July 22 to August 21 and that no further extension will be granted.

This tender is for one electrically-operated overhead traveling crane, 150 tons, for the Sarkapathic Power House. (INTERNATIONAL COMMERCE, April 29, p. 32).

A copy of the specifications is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Rm. 4022, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-5589).

Iran railways want grey, yellow colors

The Iranian State Railways has invited bids for 5,300 kg. cloud grey and yellow colors for coating iron.

Bids must reach the Procurement Dept., Iranian State Railways, Tehran, Iran, by September 2.

Copy of conditions, specifications and tender documents may be obtained from Iranian State Railways, at the above address.

5 Danish power projects get $25 million IBRD loan

The International Bank for Reconstruction and Development (World Bank) has loaned Denmark the equivalent of $25 million for the expansion of 5 thermal power facilities and construction of 400 miles of new transmission lines.

Goods and services for projects backed by World Bank loans are procured through international competitive bidding.

Three of the facilities are installing additional generating units, together with substation, transmission and other facilities, while the other 2 are building new thermal power stations with associated facilities.

Total cost of the 5 projects is estimated at $81 million.

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Calendar
for international traders

August

7—Export Expansion Conference, **West Point, Miss.** Sponsors: North Mississippi Industrial Development Assn. and the Dept. of Commerce's Memphis Field Office.

20—Luncheon Meeting, International Executives Assn. Hotel Statler-Hilton, **New York, N.Y.**

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel, **Denver, Colo.**

September

9—Michiana World Trade Club Meeting. **South Bend, Indiana.**

10—Terminal Report of the U.S. Trade Mission to France. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

12—Regular Luncheon Meeting, International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

16—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

16—American Mining Congress, **Los Angeles, Cal.** Commerce Speaker: Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Commerce.

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

QUARTERLY INDEX

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